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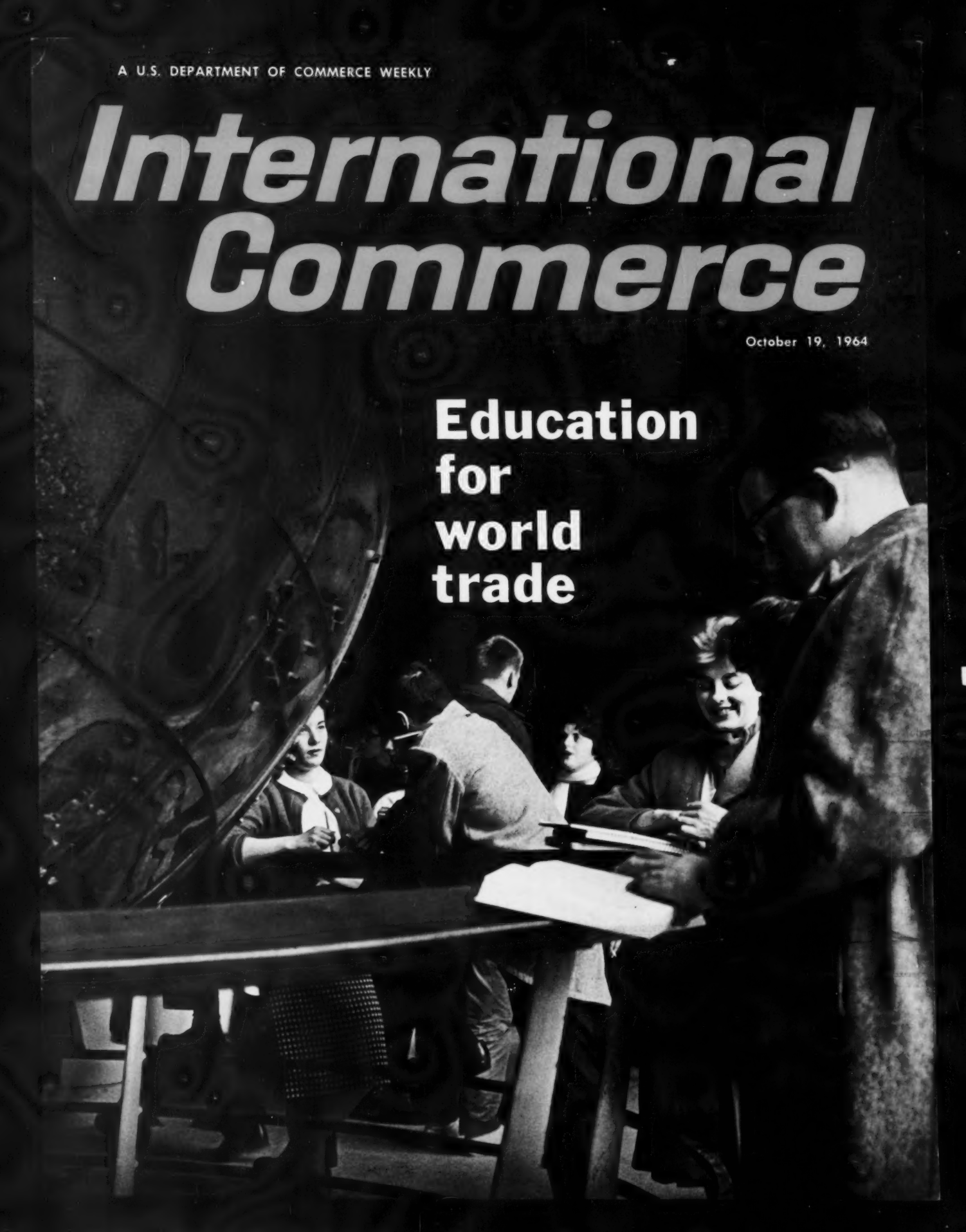
October 19, 1964

Education for world trade



Business Bulletins *from around the world*

AUSTRALIA—New oil strike on Alton field in southern area of Queensland increases hopes that field could become commercial proposition. Strike made by companies developing Moonie field—Union Oil Development Corp., Kern County Land Co. (both American), Australian Oil and Gas Corp., Ltd. In test, clean 53-gravity oil flowed at rate of more than 1500 barrels a day. Well is half mile from Alton No. 1 which recently produced flow rate of more than 1000 barrels a day.

Australia's first power house designed to be operated by natural gas being built at Roma in Queensland is likely to be operating before the end of the year. The facility will only be a relatively small power house costing $3.36 million and producing about 8000 kw. Its importance lies in the departure from the use of the fuel traditionally used by Australian power stations. The estimated reserves of gas in the Roma area at present are more than 450 billion cubic feet.

CHILE—The Government's new Las Ventanas copper smelter was inaugurated on September 30. The facility cost about $20 million and was financed largely by West German credits. Initial output will be at an annual rate of 25,000 to 30,000 tons of blister copper. An electrolytic refinery addition to the copper complex is in the initial stages of construction. When completed it will have a capacity of 84,000 tons of refined metal per year.

FRANCE—Compagnie Generale du Vetement established two years ago by United Merchants and Manufacturers Inc., New York, opens men's ready-to-wear factory at Limoges. Company to sell garments in own retail outlets here. It now operates six such outlets.

Tariffs on imports from Common Market partners to be reduced by 10% on Jan. 1, as scheduled, according to Government sources.

Scovill Manufacturing Company of Connecticut acquired Laurent plant at Lourdes. The plant will produce household appliances.

French electronic industry annual sales increased 15.5% to $1.15 billion in 1963. Industrial and military equipment accounted for 36% of sales; consumer products, 31%; and electronic components, 33%.

GERMANY—Third television channel introduced in Bavaria last month, with other German states to follow.

Crane Co., Chicago, manufacturer of valves, pipes, fittings, opens sales office in Duesseldorf, to handle distribution of industrial, pipeline fittings.

INDIA—12-member delegation from East Germany negotiating new long-term trade agreement, since current one expires at end of 1964. India has small export surplus in this trade, exporting $21.2 million worth of goods, importing $19.7 million in year ended March 31.

Poland to assist in construction of two plants for manufacturing cellular concrete blocks at Bandel, West Bengal, and Trombay, Maharashtra, with capacities of 138,000 and 91,000 cubic meters annually, utilizing as raw materials fly ash, lime byproducts from two thermal power stations.

A recent order brings the total value of Indian shoes contracted for by the USSR in 1964 to $5.2 million, almost double the figure for 1963.

A luxury air-conditioned train, the Taj Express, will go into service October 1, between New Delhi and Agra, the city of the Taj Mahal.

NETHERLANDS—Government grants $28 million in export credits to Indonesia for 1965.

International Telephone and Telegraph Corp. and American Meter Co., Philadelphia, form joint subsidiary, American Meter-ITT Nederland N.V. New firm to rent, sell measuring equipment for gas, liquids.

KLM has taken a $25-million option on 6 Douglas DC-9 aircraft for delivery in 1966.

Postal, Telegraph, and Telephone Service reports a waiting list of more than 100,000 for new telephone connections. It would require a year's production and $55 million to catch up with this demand.

Continued unprofitable operations have forced the sale of the only Dutch whaling factory ship to Japan.

NEW ZEALAND—U.S. exports for year ended June 30 were $82.6 million (c.d.v.), increase of $15.2 million or 22.5% over previous year. U.S. share of total market remained virtually same as total New Zealand imports increased $149.4 million (20.5%) to $878.3 million ($956.5 million c.i.f. basis) over same period.

PAKISTAN—Government of East Pakistan sets up heavy industries board to study possibilities of developing heavy industries here, including iron, steel mills, shipyards, petrochemical plants, oil refineries, manufacture of machine tools, locomotives, cement.

PERU—First half imports of motor vehicles totaled 10,452 units, a gain of about 10% over the same period in 1963. U.S. makes accounted for the largest share of the trade, 48% of the total. German vehicles ranked second, followed by British, Japanese, French, Italian and Swedish imports.

SOUTH AFRICA—Austrian firm plans to construct $35 million paper mill in Durban. Mill, expected to employ over 500 persons, to utilize local Wattle timber in production of high-quality paper.

Construction work begins on new $15 million sugar mill at Jaagbaan in central Natal Province. Mill, scheduled to come into operation in December 1965, designed to process 1.5 million tons of cane yearly.

SWITZERLAND—As of October 1, bread grain duties reduced from 3 Swiss francs ($0.69) to 0.60 francs ($0.14) per 100 kilos in order to relieve rising milling costs without increasing bread prices.

VENEZUELA—J. and P. Coats inaugurated its 12 million Bolivar ($2.6 million) thread factory in San Joaquin. The firm is a joint British-Venezuelan venture and will operate under the name of Hilo Elefante, the trade name used for many years for J. P. Coats products in Venezuela. Venezuela has imported large quantities of thread, much of it from the United States, and the new plant will probably reduce imports of this item.

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the cover

Students at the Georgetown University School of Foreign Service are on their way to education for world business—a career which is drawing the interest of more and more young people. And Georgetown's school, the first of its kind in the country, is not the only university offering international trade courses. See page 2 for a report on what U.S. schools are doing in this field. (Georgetown University News Bureau photo.)

International Commerce

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SCULPTURED GODDESS BATHES in spray of a fountain at land-locked Indiana University, where professors met to discuss education for world trade.

Trade tides touch campus

Education for world business is matter of growing importance in U.S. universities

By JAMES ROURKE
Staff Writer

A publication of more than passing interest in the field of international trade will be forthcoming from Indiana University this month, but few international traders are likely to stay up late reading it.

Most of them simply won't know about it.

For one thing, the book isn't directed to the exporter. Neither does it take up his immediate problems. It doesn't discuss production, markets, financing, transportation. Yet it deals with a matter that can not fail to influence the exporter's way of life in the years to come.

The subject of IU's new book is education for world trade, a topic that is stirring action in colleges and universities all across the United States.

In the words of Dean William E. Moran of the Georgetown University School of Foreign Service, this action "reflects growing recognition that in business, government and the trades we're in an international world" and shows that "universities are realizing they have to do more to prepare people for the international."

What are the educators doing? The Indiana publication, a work of the IU School of Business, will be a long answer to that short question.

Technically, it's a transcript of a two-day talkathon by more than 100 business school deans and professors who gathered at IU last winter to compare notes on their international business programs. About 75 colleges and universities were represented. They're first on the mailing list for the report.

"There are no formal conclusions or recommendations in the report," according to Dr. Lee Nehrt of IU's international business department, who edited the document.

However, he told INTERNATIONAL COMMERCE, there is an abundance of material for do-it-yourself conclusions, including these:

"International trade is a field of growing importance in the business world and therefore should be so in the business schools. Also, schools with courses in the field of international business are going about it in a variety of ways."

The variety is such—and interest in the subject has increased to such an extent—that apparently nobody has been able to put together a complete tally of colleges and universities offering courses in international trade.

Editor Christian Burckell of the College Blue Book, Yonkers, N.Y., prepar-

ing next spring's edition of his school directory, counted a dozen. The U.S. Office of Education came up with a "partial list" of 36. The Indiana meeting drew 75. And Prof. John Fayerweather of New York University, in an admittedly incomplete study last year, got to 116.

Why it varies

INTERNATIONAL COMMERCE's random sampling of schools suggests that length of list may vary with definition of what constitutes education for world trade. Depending on the school, this may be little more than a couple of innocuous "Introduction to—" courses. Or it may be a program of many courses, administered by a full-fledged "international department" in a university business school.

Indiana University has such a department. Georgetown University has its School of Foreign Service which, besides training would-be diplomats, offers a degree in international economic affairs.

Iowa State University operates a set of "International Service Programs" in agriculture, engineering, home economics and liberal arts, preparing undergraduates for international fields but offering no "international" degrees.

For the graduate student, Harvard University outlines a field of concentration leading to a master's in international business. New York University catalogues a series of world-marketing courses in both day and evening classes in its school of commerce.

In the Southwest

The American Institute for Foreign Trade at Phoenix, Ariz., a specialty institution popularly known as the Thunderbird School because of its location on a former Air Force base, offers "practical understanding of the problems of international operations" for "young men of executive caliber"—most of them college graduates.

The industry-sponsored Business Counsel for International Understanding, operating on the campus of American University in Washington, D.C., conducts a program for established executives, "instructing them on how to live and work overseas rather than how to manage."

Thus the fare varies. And educators find that students are devouring more and more of it.

"This is one of the fields that the young fellows are very much interested in, and the interest is growing a great deal," says George Lombard, associate dean for educational programs at Harvard's Graduate School of Business Administration.

"The fact that we're going to have to live together in an international world is part of the reason."

COLUMBIA UNIVERSITY WAS A LEADER in offering international business courses at the graduate level.

Dean W. George Pinnell of the Indiana University business school cites "the increasing role U.S. business is playing abroad."

"We're landlocked here, but if you go 40 or 50 miles in any direction you probably would find four or five plants with outlets abroad. They're looking here for people interested in international operations," he said.

IU has about 300 international business students, most of them working at the graduate level, Pinnell said. The program at this level includes a requirement for courses arranged by geographic area, with specialists from the areas serving on the faculty. One such specialist this year is the Belgian economist, Herman Wortman, teaching West European economics.

Pinnell said IU also has a program in which students earn college credit by working for business firms abroad. To describe it briefly: The student finds a summer job in this country, then trades with a foreign student who has found a job in his country.

Some Georgetown University students also hold vacation jobs with firms engaged in world trade, but the employment is incidental to the Foreign Service School program.

"Over the past two years we've started a plan of introducing students to career opportunities," Dean Moran said.

"We bring in representatives of major business concerns and government to tell the students what they do internationally, what people they're looking for, what they can offer in terms of careers. We've had excellent cooperation from the business community and some have even hired students for the summer."

About careers

Georgetown finds student interest in international trade increasing steadily, with "the whole range of subjects beginning to become involved," the dean said.

"But I tell students they are not necessarily being prepared to go abroad. They might spend their career in Cincinnati."

A similar observation is made by Dean Willis J. Winn of the University of Pennsylvania's Wharton School of Finance and Commerce.

"Companies are seeking help widely

HANDSOME NEW BUILDINGS decorate the grounds of the University of California at Berkeley (above) and the University of Denver (below), both of which are involved in training a new generation of traders. Colleges and universities across the country report a growing interest in international business.

in the area of international business, but the graduates they recruit may not necessarily go overseas," Winn said. "Even the smaller companies want somebody alert to and interested in keeping up with international developments."

The dean said "greatly accelerated" interest in world commerce contributed to the school's enrollment of 1400 this fall.

"Our philosophy in the undergraduate program is to give students a basic grounding in everything from science and math to philosophy, history and anthropology—all tied to an understanding of business. The theory is not one of isolating the work in the international field," he said.

'Special situation'

Iowa State's "International Service Programs" are exclusively for undergraduates. The programs started 15 years ago for agriculture and liberal arts students, were revamped in 1960 and now include engineering and home economics students.

In addition to meeting normal departmental requirements for graduation, students concentrate on such subjects as languages, geography, economics, industrial administration and government. The program is administered by a faculty committee headed by Dr. Wayne S. Cole, professor of history.

"We have a special situation here in

that perhaps the largest number of graduates going into the international field are in engineering, agriculture and similar technical fields," Dr. Cole said.

"Our feeling was that these people often go abroad illiterate in the languages and customs of the countries.

"Iowa State is primarily noted in the technical fields and we have no delusions of grandeur about the International Service Program. But it can't be anything but bigger at the rate it's growing."

Executives train

The BCIU program at American University in Washington is in its sixth year and also growing, according to John Walter, deputy director. A cross-section of executives who have enrolled would include a plant manager going to Brazil, an area manager going to Lebanon, a managing director going to France and an industrial-services manager going to Nigeria.

"We're in the business of orienting international business executives and their wives, of creating a 'new breed' of international executive," Walter said.

"It differs from graduate training or company internal training. The program includes techniques of representing the U.S. and the employer. They also study national differences and analyze the economic, labor, political and social facts of life both internationally and in areas of specific interest."

The four-week course is offered five times yearly. In five years, Walter said, there have been 572 graduates representing 83 corporations and trained for assignment in 61 countries.

"Companies think it's a good thing to do," Walter said. "Those who have used it the most have come to the position that they think it's vital."

Change in direction?

Considering the rising interest in education for world trade at colleges and universities throughout the country, it would appear that educators are turning in a direction pointed out by last year's White House Conference on Export Expansion.

In a report to the President, the conferees headed by Secretary of Commerce Luther H. Hodges said:

"In the past, American education has become oriented to our own economic system, rather than to world-wide business.

"Since America is the world business leader and also is the world leader in business education, its educational endeavors also must become world-wide in scope."

Airmail rate cut

The airmail postage rate of *International Commerce* has been reduced from $25 to $22 per year, the Superintendent of Documents has announced. Businessmen in the United States who desire a rush delivery of the magazine so that they may take advantage of the hundreds of trade opportunities published in each issue, have the publication airmailed to them for approximately 42¢ per issue, or $1.83 per month additional.

This rate applies only in the United States. All correspondence regarding circulation should be addressed to: Superintendent of Documents, GPO, Washington, D.C. 20402.

Here is a list of some of the many schools which offer courses in international trade

Listed here are some schools which offer courses in international business. This is by no means a complete list of such schools. It is presented merely to illustrate that education for world trade is a matter of nationwide interest.

The schools, by state:

Arizona—American Institute for Foreign Trade; University of Arizona.

California—University of California; University of Southern California; Stanford University.

Colorado—University of Denver.

District of Columbia—American University; Georgetown University.

Florida—University of Florida.

Illinois—Bradley University.

Indiana—Indiana University; University of Notre Dame.

Iowa—Iowa State University.

Louisiana—Louisiana State University; Tulane University.

Maryland—University of Maryland; Johns Hopkins University.

Massachusetts—Boston University; Harvard University.

Michigan—University of Detroit; Michigan State University.

Minnesota—University of Minnesota.

Missouri—Washington University of St. Louis.

Nebraska—University of Nebraska.

New York—City College of New York; Columbia University; New York University; Fordham University.

North Carolina—University of North Carolina.

North Dakota—University of North Dakota.

Ohio—Miami University at Oxford; Ohio State University; Ohio University.

Oregon—University of Oregon.

Pennsylvania—University of Pittsburgh; University of Pennsylvania.

Tennessee—Vanderbilt University.

Texas—Texas Technological College; University of Texas; Houston University.

Virginia—College of William and Mary.

Washington—University of Washington.

U.S. organizations hold $432 million in AID contracts

More than $432 million in technical service contracts in support of Agency for International Development programs are held by U.S. firms, universities, nonprofit institutions and individuals.

Forty-nine states, plus the District of Columbia and Puerto Rico, share in the contracts, according to a new AID summary of agreements in effect as of June 30.

Leading states in value of AID service contracts are New York with $121 million in effect and California with $69 million. The District of Columbia has $43 million in contracts, followed by Massachusetts, Texas, Illinois and Michigan, all with $15 million or more.

The U.S. total includes a $900,000 value for AID open-end contracts in effect with land-grant colleges for training foreign officials or students on U.S. campuses.

The range of work comprising the technical service program in developing nations of Latin America, Asia and Africa includes engineering and construction, upgrading foreign schools and universities, increasing agricultural productivity, advance of health and sanitary services, organizing cooperatives and family savings institutions, industrial development, research and public administration.

Europe's first: Germany has a U.S.-style shopping center

Suburban Frankfurt's glittering 'experiment in the meadow' stirs downtown retailers to new action

Wave of shopping-center projects sweeps country in wake of success at Main-Taunus—which merchants first opposed

By ROBERT E. DAY, JR.

Office of International Regional Economics, BIC

Europe's first truly U.S.-style suburban shopping center, opened last May near Frankfurt, has proved to be an overwhelming success. Known as the "experiment in the meadow," the new Main-Taunus-Zentrum is forcing Germany's downtown retailers to take a long, hard look at their facilities and merchandising methods.

Located five miles west of Frankfurt at the intersection of two key highways, the Main-Taunus Shopping Center serves a potential market of 2 million customers living within an 18-mile radius.

Brisk opening business—most stores sold out their initial inventories in the first three days—has been followed by sales reportedly 20% above the levels for comparable stores in downtown areas.

Going up

As Main-Taunus enters the peak pre-Christmas season it can look back on monthly sales that have climbed steadily after receding slightly in June from the very high opening-month levels.

The impact of these successes on German merchants has been great, and it already is becoming difficult to identify all of the ramifications. Among the discernible trends are these:

- A wave of new shopping center projects.
- New measures to rejuvenate downtown areas.
- Intensified efforts to provide fringe parking.
- Mail-order firms are reducing catalog prices and renting space in centers to diversify their operations.
- Stronger merchant support for rapid transit proposals.
- Rapid spread of a "park and shop" system in co-operation with downtown parking lots.
- "Euroshop 66," a new trade fair and congress featuring merchandising equipment and aimed at merchants and architects, has been scheduled in Duesseldorf June 11-15, 1966.

Metropolitan merchants, impressed with favorable ratios between sales and rents at Main-Taunus, have been forced to consider doing business themselves in shopping centers, despite their previous opposition. Rentals at other projects of this type have become much easier since the successful opening of the Main-Taunus Zentrum.

The second German "experiment in the meadow" is now being completed near Bochum in the heart of the densely populated Ruhr area and will cater to 2.7 million customers within a 10-mile radius. Of particular interest will be a project planned for Hattersheim near Frankfurt, which will house not only retail shops but also a so-called "International Trade Center" selling imported goods at wholesale.

Plans are now under way for additional shopping centers in Frankfurt/Berkersheim, Offenbach and several other German cities. A leading German trade magazine reports there are plans for a total of 12 such shopping centers, and that the Deutsche Einkaufszentrum G.m.b.H. of Frankfurt, proprietor of Main-Taunus, has received expressions of shopping-center interest from 180 localities.

They feel it

The downtown merchants of Frankfurt, being the first to feel directly the competition of a U.S.-style shopping center, are in the vanguard of those attempting to rejuvenate Germany's metropolitan business districts. However, it will take an estimated two to three years to translate into reality the present plans for a modern shopping complex in the heart of Frankfurt.

Meanwhile, immediate steps must be taken to regain the favor of customers who find it more convenient and festive to go to Main-Taunus than to battle the city's growing traffic congestion.

Increasing automobile traffic and all-day parkers, problems common to all German cities, are compounded in Frank-

THE GIRL IN THE INFORMATION BOOTH is one of the busier persons in the bustling Main-Taunus center.

MORE AND MORE CARS, fewer and fewer parking places are big headache for Germany's downtown merchants. This rush-hour jam is on street near Hannover.

furt by the current construction of a municipal subway.

New words

The local idiom is being enriched by the English expression, "park and ride," used to identify the city's fringe parking campaign and shuttle-bus services. The new work, "puk," was coined to describe the "parke und kaufe" or "park and shop" system brought over from the United States.

Most advanced of the downtown projects is in Cologne, where a 70-store complex is scheduled to open by the end of this month. Located in the shadow of the Municipal Opera House, the new retailers' mart will provide its customers with direct, weather-proof access to Cologne's yet-to-be-built subway system. It also features on-site parking for approximately 600 cars.

Sponsors of the project already are speaking of a "return from the meadow" and point out that firms from seven foreign countries, including the United States, are among the tenants. Space for additional stores reportedly is available.

They have problems

Foremost among the problems faced by German shopping centers are those posed by the shop-closing law. Forced to close at 6:30 P.M. on weekdays, retail stores must also contend with a 2 P.M. closing time on Saturdays, except on the first Saturday of each month when they may stay open until 6 P.M. The advantages of evening hours, so well known in American suburban areas, are thus lost to the retailers.

Despite this and other problems, such as an acute shortage of trained sales personnel, the Main-Taunus Zentrum reports that 99% of its available space has been rented. Eighty stores, including three department stores, two clothing stores, two supermarkets and a "vending

machine street," are located in the 54-acre area.

A discount house helps to attract shoppers. Ancillary services include banks, a post office, a travel agency and a child-care center.

The center's 20-lane bowling alley has been leased and equipped by a U.S. corporation. Another U.S. firm plans to build a motel on the grounds, complete with swimming pool. In addition to a public transportation system providing 80 buses a day, parking space is available at the center for 3000 automobiles.

Growing traffic congestion worries German experts

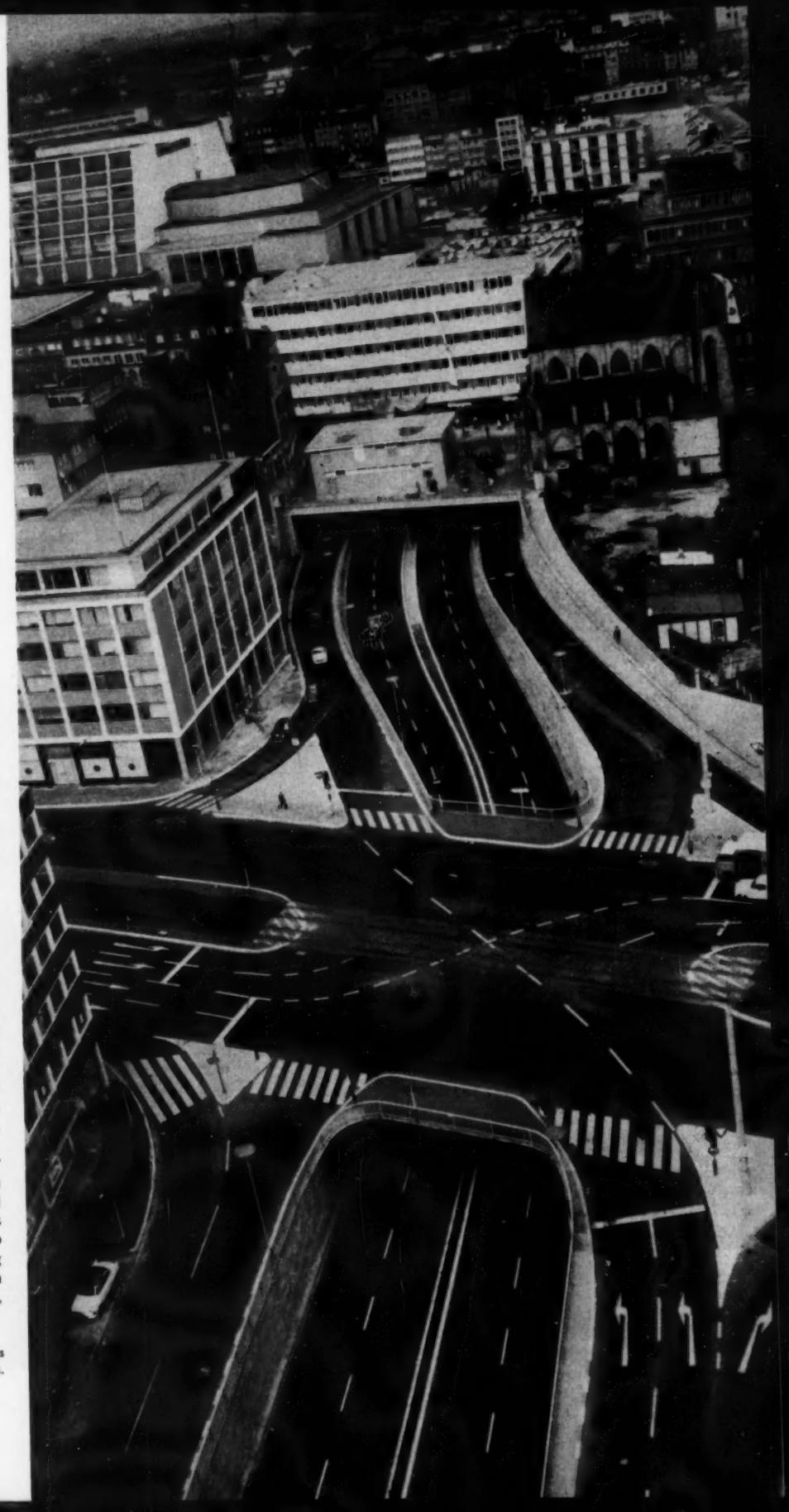
Improvement costs in next decade estimated at about $25 billion

While Cologne and the Ruhr area move ahead with rapid transit studies, a group of German experts estimates that measures to alleviate growing traffic congestion in Germany's towns and cities over the next 10 years will cost about $25 billion.

The 23-member panel, appointed by the German Federal Government to study metropolitan traffic problems, concluded that in about 60 urban areas of the Federal Republic the need for traffic planning is especially acute.

Although the full text of the panel's 200-page report will be published only after it has been submitted to Parliament, the following recommendations are among the highlights already made public: Shift bulk of commuter traffic to public transportation; restrict all-day and other extended parking; eliminate tax privileges now granted for automobile commuters; expand off-street parking facilities; separate traffic, where possible, on three distinct planes—for pedestrians, automobiles and rapid transit.

The group estimates that total costs for improvement of traffic conditions in towns within the next 25 to 30 years will amount to about $62 billion. Of this amount, about $9 billion would have to be spent for mass transit, not including the cost of vehicles. Of the $25 billion considered necessary for the next decade,



COLOGNE EXPRESSWAY is example of projects helping flow of downtown traffic in German cities.

DUESSELDORF'S GLASS GARAGE (above) adds to off-street parking facilities as Germans plan ways to open crowded streets. Clutter of cars and people below is on Berlin's popular Kurfuerstendamm.

about $4.5 billion would go for public transportation systems.

The report is likely to form a basis for future German legislation on transportation and urban planning, according to the U.S. Embassy in Bonn.

In mid-September the State of North Rhine-Westphalia announced that it would proceed with engineering studies for monorail systems in Cologne, Essen, Bochum and Dortmund. It is hoped that the systems will be constructed and placed in operation within the next five years.

At the same time a plea was made for accelerated development of subways. With new systems already under construction in Frankfurt and Munich, plans reportedly are being made for subways in Cologne, Dusseldorf, Essen and Dortmund.

As indicated in the accompanying article, Germany's downtown retailers are pressing for a rapid improvement of mass transit facilities. The former mayor of Frankfurt, now in the Congress of German Municipal Governments, also spoke out recently for an intensification of governmental efforts on behalf of mass transit, especially subways.

German commercial imports from U.S. touch $813 million

German commercial imports from the United States soared to approximately $813 million during the first half of 1964, an increase of 20% over the same period of 1963.

All commercial commodity groupings except canned fruits and vegetables participated in the increase. Leading gainers were automobiles and aircraft, up $36 million; electrical equipment, including electronics, up $11 million; machinery, up $8 million; cotton, up $22 million; edible fats and oils, up $27 million, and grains, up $13 million.

Because of a January-June drop in government purchases, primarily in military procurement, overall German imports from the U.S. declined by 8.6%, totalling $955 million. Total German imports during the same period were valued at $6.9 billion. Thus the present U.S. share of the German market is 14%, down one percentage point from 1963, when military sales played a much greater role.

Total German exports during the first six months of 1964 climbed 16% to a value of $8 billion, leaving the nation with a trade surplus of $1.1 billion. German exports to the United States increased at the same 16% rate to reach $574 million, an all-time high for a six-month period.

The German economy still is expanding rapidly, and there is every indication that economic progress and stability will continue. In July, new orders booked by industry surpassed comparable 1963 levels by 13%, while industrial production exceeded last year's level by 9%.

Although new orders continue to exceed deliveries, the gap has been narrowing. Productivity has been keeping pace with wage increases, with manufacturers' prices remaining relatively stable. Earlier concern over "imported inflation" has faded.

Heavy balance of payments surpluses in the first quarter of 1964 were followed by rough equilibrium in the second. As a net effect of balance of payments developments in July, the cumulative overall surplus dropped to $583 million.

This equilibrium has resulted chiefly from the announcement of a proposed withholding tax on bond interest payments to non-residents, which triggered liquidation by foreigners of their German holdings and encouraged substantial foreign flotations on the German market.

Chances for a more balanced trade picture have improved, although cumulative data for the first seven months of the year show an export growth rate of 14.9% and an import growth rate of 8.3%. These developments place the trade surplus ($1,145 million) at a level almost twice as high as that recorded in January-July 1963.

Brisk demand on the home market probably will curb exports and encourage imports. Import increases will be facilitated to some extent by tariff cuts implemented during the summer.

THE CROWD AT THE BUS STOP waits for some of the 80 buses serving Frankfurt's new shopping center.

Germany removes duties on advertising calendars

Germany has recently expanded its duty-free treatment of certain printed items to include calendars intended specifically for advertising purposes.

Calendars of paper and pulp, whether wall, table or pocket calendars, will be accorded duty- and tax-free entry into Germany provided they are imported and distributed free of charge. The same treatment is accorded postcards of an advertising nature.

TRUCKS AND TRAINS rattle and roar past mountain of coal rising beside the autobahn in Westphalia.

Mrs. Gelloni's 'wrong' reply broke up the act

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

ROME—He is a hearty eater and a connoisseur of fine wines, florid of face and round of stomach. He speaks easily and out comes an effortless flow of polished commentary. This day, he sat with a dozen others in the United States Embassy to talk, if anonymity could be preserved, about U.S.-Italian Trade. "I make my living selling U.S. merchandise," he said.

The table in the embassy conference room is horseshoe-shaped, almost filling a room made somber by brown velvet draperies blending into smokey-tan wall covering. The room is oval, like the world of the guests, its walls laced with marble, its harshness offset with carpeting of razor-blade blue.

"United States companies, for the most part, set up divisions labeled 'international,' but the people who operate them must become international, too," said this Italian representative of large American corporations.

"You will never teach me to live and do business in Italy, except as I now do it. The American salesman abroad must switch his mentality to mine. The next day he must change to the German, or with whomever he might find himself.

"In international trade, mentalities must be changed fast, for each country has a different approach. Sometimes there are state monopolies, or particular national prides, or even private enterprises with strong prejudices.

"One must know the right kind of bait for every kind of fish."

He pointed out the high cost of Italian fuel, and said, "yet few Americans firms ever show consumption on quotations, although this is most important to buyers here.

"American businessmen too often confuse Europe with the United States. They call a meeting in Paris or Frankfurt, which usually is dull enough to send an athletic sleepwalker back to bed, show motion pictures of the product in use, and then try to obtain unanimity from a dozen people who must think differently.

"They explain everything to us. They do not wish to listen to our problems, or talk about them, even if we all speak English. They think ardent spirit, enthusiasm and knowledge of product are all they need. But here it is the knowledge of people, too.

"The United States capsules all often-repeated beliefs and takes them to heart. Therefore, all Japanese are imitators, Indian businessmen are unethical, girls mature earlier in the tropics and China knows more about torture than we do. This is as unlikely a conclusion as if astrology were used, the conjunction of planets or Sagittarius rising.

"I make no effort to understand your mentality. If I succeed, I am no longer an Italian representative.

"One day an American manufacturer sent a suggested sales conversation. I was supposed to say, 'Good morning, Mrs. Gelloni, how are you?' We had 16 questions and answers, but when Mrs. Gelloni said it had been a crummy season with too much rain and her kids were sick and the fuel bill too high, I was stopped, because the New York promotion man had written a different reply."

Afterward, a block up on the Via Veneto, Doney's sidewalk tables were filled with people from all nations and the thin path between them was as jammed with foreigners as mutuel windows with bettors a minute before post time. The guest in the embassy was right. Suddenly most of the American, British and German tourists were as Italian as sukiyaki.

India will buy Food for Peace farm products

Goods worth $398.3 million to include wheat, rice, beans

The U.S. and India have signed a one-year Food for Peace agreement to make available to India $398.3 million worth of agricultural commodities between now and next June 30.

The agreement will help alleviate India's present food shortage by providing for sale of the commodities under Title I, Public Law 480.

Also provided in the agreement is an authorization for purchase of $9.2 million worth (about 75,000 metric tons) of milled rice, Grade U.S. No. 5 or better in bags and containing not more than 20% broken kernels.

List of commodities

Sales contracts made before Nov. 30 will be eligible for financing. Delivery will be to importer, f.a.s. vessel, U.S. ports, with shipments from U.S. ports to Dec. 31. Purchases under this authorization will be made by the India Supply Mission, Washington, D.C.

Commodity composition of the new agreement follows:

Wheat or wheat flour (about 147 million bushels), $274.5 million; rice (about 6.6 million hundredweight), $36.1 million; soybean or cottonseed oil (about 165 million pounds), $18.9 million; estimated ocean transportation costs, $68.8 million.

Sales will be by private U.S. traders. Additional purchase authorizations will be announced later. Payment will be in Indian rupees.

Money to lend

The new Title I agreement provides that 80% of the Indian rupees received in payment be made available for loans to private enterprise.

Signing of this agreement brings the total value of Title I, Public Law 480 agreements with India to about $2.5 billion. Shipments have included 847 million bushels of wheat; 24 million bushels of corn; 6 million bushels of grain sorghums; 31 million hundredweight of rice; 80 million pounds of dairy products and 7 million pounds of vegetable oils.

THAI TRAINING PROGRAM of Engineering Consultants, Inc., was selected by USIA for television viewing. Trainees from several countries now are included.

Engineers to the world

Denver consulting firm tackles flood-control, power, water-supply jobs

By STANLEY LICHTENSTEIN

Staff Writer

DENVER—If they're all like Bill Hinch, the far-flung group of engineers and architects who are ECI's brains and sinews do not go in for dramatic overstatement. They let their massive dams, irrigation, flood-control, power and water-supply projects do the talking for them, all over the world.

"ECI" stands for Engineering Consultants, Inc. Nestling inside the "C" in the firm's logotype is an orthographic projection of the earth. Denver isn't even visible, but that's where Hinch—tall, crew-cut, bespectacled and informal—has his headquarters, when he isn't making 80,000-mile treks back and forth around the globe. As ECI's vice president and general manager, he was interviewed on the run at the Second Institute for International Engineering (INTERNATIONAL COMMERCE, Oct. 5, 1964, pp. 9-12), and gave this thumbnail sketch of the company:

- Born, Aug. 2, 1957—sired by 6 engineers.
- First year—quadrupled in size, with a staff of 30 to 40, awarded contracts in Thailand and Ecuador.
- Second year—began training program in Denver and Bangkok for Thai engineers, as provided in contract for designing the Bhumiphol dam, power plant and transmission system of the $100 million Yanhee Multipurpose Project of Thailand's Royal Irrigation Department.
- Fifth year—selected by United States Information Agency for televised presentation of the ECI training program.
- Sixth year—received the President's "E" award for export excellence.
- Today—the ECI acorn has grown into a thriving oak with a staff of over 125, half of them serving in Latin America, Australia, Ceylon, the Middle East, Greece, Thailand and Pakistan.

With some 95% of its business carried on abroad, ECI utilizes every available resource to find clients who need the firm's services in 6 broad categories of engineering. A tip from the Denver field office of the U.S. Department of Commerce led to the $70 million Kremasta Hydroelectric Project of the Acheloos River Development in Greece. After the Commerce Department furnished the lead, the hydroelectric job was won by ECI through 7 trips to Greece and 18 months of correspondence.

Groups of Greek and Ceylonese engineers have followed their Thai counterparts into the training program, of which the company is "particularly proud." This program contributes to better understanding of American engineering design methods, closer liaison, and fewer construction problems.

The engineer-trainees learn about American products and manufacturers' guarantees, productive capacities, main-

YANHEE PROJECT'S dam and power plant are shown nearly completed. Plant was dedicated May 1964.

tenance factors and many other points. In international competition, American producers, sometimes at a price disadvantage, must capitalize on these points.

Training of foreign engineers was begun in a small way in 1958 under the Yanhee Multipurpose Project contract. The Royal Government of Thailand agreed that 9 of its engineers—then at the U.S. Bureau of Reclamation—would enter a 1-year training period at ECI. Thirteen more were assigned to the course before the year was over. More than 50 Thai engineers had completed their 1- year program by 1961, and the number now has risen to about 80. Engineers in Thailand compete in examinations for the privilege of serving a year with ECI

Trained under the company's auspices in Denver, Bangkok or elsewhere, and coming from an increasing number of countries, these engineers return home, take up or resume strategic posts in development programs, and remember the United States, American manufacturers, American contractors, and Engineering Consultants, Inc.

Ties that bind

The firm's intimate ties with people abroad are strengthened by the fact that something like one-third of its permanent staff originated in other countries, including Germany, Poland, Norway, Turkey, Taiwan, Hungary, Canada, South and Central America, and England.

This mobile staff of varied background and technical specialties has worked largely on multipurpose projects, power generation and transmission, irrigation and drainage, municipal engineering, industrial plants, buildings and structures, equipment design and special projects. A partial list includes:

► **Samanala Wewa Project, Ceylon,** for Ministry of Agriculture, Lands, Irrigation and Power through International Cooperation Administration. Project to provide power, irrigation-water for 40,000 acres of land, and flood control.

► **Brahmaputra Project, for East Pakistan** Water and Power Development Authority. Features include irrigation development of 650,000 acres of land (initial stage), flood-control facilities, navigational locks, and 40,000 kw. hydroelectric power plant.

► **Kremasta Hydroelectric Project for Public Power Corp., Greece.** Designs, construction and equipment specifications, equipment procurement and construction supervision for high earth and rockfill dam, power plant and switchyard for power development on Acheloos River.

► **Maskeliya Oya Project** for Ministry of Agriculture, Lands, Irrigation and Power, **Ceylon.** Project launched under International Cooperation Administration auspices, features an earth dam, 3 power plants, interconnecting canals and syphons, and a transmission grid.

► **Power System Study, Yugoslavia,** prepared under auspices of U.S. Operations Mission to Yugoslavia. Study, for Yugoslav Union of Electricity, was made to determine most desirable integrated high-voltage transmission system.

Seyhan Irrigation and Drainage Project, Turkey. A $50 million reclamation project for Ministry of Public Works, involving 425,000 acres of southern Turkey's Adana Plain.

ECI's versatile teams of engineers work with equal aplomb on projects of all sizes, from the Denver Country Club's earthen irrigation dam (height: 14 feet) to Thailand's Bhumiphol concrete-arch dam (height: 505 feet). The company's services range from investigations and feasibility studies through engineering design, supervision of construction, initial operation and management.

But there is more to the story than dams and power plants and sewage systems and reservoirs. Bill Hinch confesses that he and his colleagues get a certain kick out of the personal relationships, the harnessing of natural resources, the contributions to economic development of other countries, the satisfaction of seeing things done.

Such intangibles, he says, help to explain the fact that in his 80,000 miles of travel in 1963 he never saw an anti-American incident.

CHUTE SPILLWAY on Kremasta Hydroelectric Project, Acheloos River, Greece, typifies ECI-designed works.

Modernization conferees hear case histories demonstrating benefits of latest techniques

Current series to be concluded with Hartford meeting on Oct. 20 with Jones, Donat giving major addresses

What made the Sealed Power Corp.'s sales volume spurt 60% in 5 years, and its corporate net income rise from $15½ million to nearly $23 million? The answer: MODERNIZATION.

The Muskegon, Michigan, company's case history was one of a number presented as part of the current series of Industrial Modernization Conferences sponsored by the U.S. Department of Commerce, chambers of commerce, universities and business associations in Indianapolis, Grand Rapids, Nashville, Albany, N.Y., and Hartford, Conn.

Details of the Sealed Power Corp.'s modernization program were presented by Gordon E. Reynolds, executive vice president, who said the firm's 1960-64 achievement points up this moral:

"A modernization program is an ever-continuing project, for no matter how skillfully we can plan an operation, there is always a better way to do it. Management's job in our American system is to constantly seek improvement. The day we are satisfied with things as they are is the day we can no longer be considered management."

At the same time, Reynolds observed that "new depreciation schedules and the investment tax credit have eased management's problems in providing the funds for an effective modernization program."

Business initiative

A week later at a luncheon held during Nashville's modernization conference, Thomas G. Wyman, Acting Assistant Secretary of Commerce for Domestic and International Business, took up the theme in these words:

"Let us remember that government can really only set the stage and that business initiative, ingenuity and enterprise, powerfully stimulated by the profit motive, are always the factors most responsible for our economic growth. . . .

"A growing and prospering economy such as ours is never free from the threat to cost and price stability.

"We must guard against rising unit costs of the things we produce by increasing productivity.

"We must guard against the inflationary effects of more demand than goods, by producing more goods—again by increased productivity.

"We must guard against the loss of our markets, either at home or abroad, to the producers of other nations.

"In all these things, modernization is a must.

"Modernization from raw materials to final delivery—even to our billing and collection methods.

"This is our challenge."

Keynoter

At the Hartford, Conn., conference tomorrow (Oct. 20), George Donat, administrator of the Business and Defense Services Administration (BDSA), will deliver the keynote address—as he has at each of the conferences in the current series. His theme is, "Modernization—Key to New Markets."

Both Donat and Peter T. Jones, Deputy to the Secretary, will represent the U.S. Department of Commerce at the Hartford meeting. Jones will address the luncheon session.

Seizing the opportunity to come together with former colleagues on this occasion, Dr. Jack N. Behrman, now a University of North Carolina professor of international economics and formerly Assistant Secretary of Commerce for Domestic and International Business, delivered the luncheon address at the Albany, N.Y., modernization conference.

In Indianapolis and Grand Rapids, the luncheon speaker was William S. Gaud, Agency for International Development (AID) deputy administrator, who presented a comprehensive picture of "AID and Competitive Challenges in World Markets."

Tracing the history of the economic assistance program in war-devastated countries, he said it had helped governments avoid Communist take-over and achieve economic stability for their countries. "Under the AID program," he emphasized, "86% of the goods we finance today are bought here in the United States."

BDSA has sponsored similar conferences in more than a dozen cities in the past year and a half.

African-American Chamber organized

A welcoming hand has been extended from many quarters to the newly formed African-American Chamber of Commerce, which has opened its offices in New York City to help develop trade with "the market of the future."

Hearty greetings have come from both continents, including:

- Franklin D. Roosevelt, Jr., Under Secretary of Commerce—"I note with satisfaction that the new Chamber will serve as a privately supported non-profit organization devoted to the promotion of U.S. business interests in Africa. As such, you can be sure it will receive full cooperation from the Department."
- M. Koinance, Temporary Minister for Commerce and Industry, Kenya—"The value of this Chamber as a two-way channel of communication and cooperation between the business communities of the United States and of the Nations of Africa will be infinite, and in particular the Chamber will help to identify the marketing and investment opportunities in the United States and Africa, respectively, which will be of mutual benefit."
- W. Averell Harriman, Under Secretary of State for Political Affairs—"The initiative will help fill a great need for bringing together and enlarging the community interest between African and American businessmen."

Serving as president of the African-American Chamber of Commerce is Kenneth M. Spang, vice president of the First National City Bank and chairman of the New York Regional Export Expansion Council (REEC). The Chamber's chairman is James A. Farrell, Jr., of Farrell Lines, Inc., and the executive director is Gilbert M. Weinstein, director of African affairs for the Commerce and Industry Association of New York.

The new Chamber will establish a commercial library for African affairs, develop seminars and workshops, publish a newsletter and organize trade missions to tropical Africa.

Write: Gilbert M. Weinstein, Executive Director, African-American Chamber of Commerce, 99 Church St., New York, N.Y. 10007. **Telephone:** RE 2-5200.

A changing market in changing Africa

By B. BLANKENHEIMER

Director, Africa Division, OIRE

Any consideration of market potentials in Africa today must take into account the process of political transition now taking place throughout much of the continent. It is important to understand at the outset that this process involves broad social and economic changes which will necessarily have profound effects on long-run trade and investment possibilities in the once dark continent.

BLANKENHEIMER

Africa contains some 60 political jurisdictions, of which 35, occupying by far the greater area, have achieved national sovereignty. On October 24, 1964, the new state of Zambia will emerge as the 36th independent African nation, and others are yet to come on this vast continent which covers almost one-quarter of the world's land area and contains some 700 different tribal groupings comprising 8% of the world's population.

Africa's political shift from colonial status to independent nationhood has meant a shift in decision-making processes from Europe to Africa, a change which has meant that Africans have by and large taken over major policy jobs from their European predecessors. The new African leaders are conscious of the relative poverty of their countries and their continent, yet at the same time these leaders are also cognizant of their untapped wealth in human and natural resources.

Political transition in emergent Africa, therefore, has been accompanied by an almost feverish emphasis on accelerating economic development through industrialization and improvement in infra-structure. Such efforts, in turn, have had tremendous impact on the social structure of Africa. The nation-building process has led to efforts to weaken tribal loyalties and to strengthen centralized authority; at the same time, the development of money economies in urban centers has resulted in mass migrations away from rural areas and a trend toward a detribalized city culture.

Trends and counter-trends

The problems involved in this bewilderingly rapid transition affecting all phases of the African society have produced trends toward unity and regionalism, on the one hand, and counter-trends toward disunity and fragmentation on the other In 1960, for example, the year of independence for 17 African states, the ink was hardly dry on the document declaring the sovereignty of the newly-born Federation of Mali when political rivalries forced its two member states, Senegal and Mali, to separate. On the other hand, in that same year, the Somali Republic emerged through the union of the former Italian Somalia and British Somaliland.

It is unfortunate but hardly surprising that there should be evidence of friction among certain states whose boundaries were determined by European colonial rivalries and conflicting spheres of influence. It is also to be expected, however that the coming of independence should create pressures for unity. On a regional basis, the smaller states, knowing their underdeveloped economies are weak and vulnerable, have been seeking to find a broader base through some kind of economic relationship with neighboring countries.

Thus, despite political differences, Kenya, Uganda and Tanganyika-Zanzibar have determined to preserve their internal Common Market and Regional East African Common Services Organization which runs all posts, telegraphs, railroads and harbors. Similarly, a customs union has been established among the French-speaking Equatorial African states of Gabon, Chad, Central African Republic, Congo (Brazzaville) and Cameroon.

The accompanying article was presented in condensed form by Mr. Blankenheimer as keynote speaker for the American Management Association briefing session on doing business in and with the emerging African nations, held on Oct. 5 in New York City.

Economic cooperation

On a continent-wide basis, the drive for unity (for example, Pan-Africanism) is motivated essentially by political considerations, but economic cooperation is one of six key fields toward which the infant Organization for African Unity intends to direct its attention. The OAU, created by 32 independent African states in May 1963, has established an Economic and Social Commission to consider questions of broad economic policy.

Perhaps the most important continent-wide organization concerned with African economic cooperation, however, is the United Nations Economic Commission for Africa which has been operating since 1958 as a regional arm of the UN Economic and Social Council. Headquartered in Addis Ababa, the UNECA has provided a forum for discussion of controversial African social and economic problems, and its Secretariat has used its expertise effectively in producing a number of valuable study papers and organizing technical inter-African conferences and seminars.

ECA numbers 34

The ECA, whose membership numbers 34 independent African states, recently has begun to turn its attention to some of the more practical steps it might take to realize economic coordination. Among the more significant accomplishments of the ECA in this regard have been its efforts to establish an African Development Bank (required signatures and ratifications of the Bank Agreement by member countries have been obtained, and the Bank should be in operation by the end of this year or early in 1965) and an inter-African telecommunications network.

The ECA also has set up various study groups and industrial coordination missions to work out programs for regional cooperation in development planning, in transportation, and possible establishment

of heavy industries, such as iron and steel.

Eur-Africa concept

The end of the colonial period has also led to efforts to seek new relations between European powers and their former African territories. This Eur-Africa concept has found expression through the medium of the European Economic Community (EEC).

A new Convention of Association linking 18 African countries (AOC's) with the EEC became effective on June 1, 1964. The new Convention extends arrangements set up in 1957 when the EEC itself was formed by which the African territories—at that time dependencies or trust territories of the EEC member states—were able to maintain special trade and economic assistance relationships with the EEC.

The 18 AOC's are Burundi, Cameroon, Central African Republic, Congo (Brazzaville), Congo (Leopoldville), Ivory Coast, Dahomey, Gabon, Upper Volta, Malagasy Republic, Mali, Mauritania, Niger, Rwanda, Senegal, Somali, Chad and Togo.

Essentially, in the area of trade relations, the EEC-AOC Convention provides for extension of reciprocal tariff preferences and elimination of quantitative restrictions on trade between the EEC and the AOC's. An exception with regard to extension of tariff preferences to EEC products has been granted to Congo (Leopoldville) for 3 years, as the Congo has traditionally maintained an open door commercial policy with no preferential tariffs.

In the area of economic assistance, the Convention provides for $730 million—$620 million in grants and $110 million in loans—to be allocated to the AOC's from the EEC's Economic Development Fund over a 5-year period.

Feelings mixed

In Africa, the association of African states with the EEC has been received with mixed feelings. Advocates underscore the benefits African associated states will derive from it in the form of aid and a preferential market for tropical products. Critics look upon it as a privileged club from which some African states are excluded and which will involve varying degrees of market dislocation for competing producers of these tropical products.

Probably because of this, certain African countries not now associated with the EEC have indicated an interest in making some form of trading arrangements with the Common Market. Nigeria, in particular, has initiated preliminary negotiations to this end with the EEC, and other countries are known to be interested, including East Africa as well as Morocco.

To the extent that the AOC/EEC Convention provides a new source of capital and accelerates African economic development, potential demand for goods and services from abroad should increase in the long run; however, U.S. exports to the associated states will face an additional trade barrier in the form of a tariff preference in favor of the EEC. This subject is receiving serious attention in U.S. Government circles and it will be discussed in forthcoming GATT meetings.

As a general rule, however, and as put forth at the recent United Nations Conference on Trade and Development, the United States is not anxious to see further extension of preferential arrangements and bilateral trading agreements in Africa, preferring rather to deal with trade and development problems facing the developing countries on a world-wide multilateral basis.

Basic structure

Despite striking changes, African economies by and large still rely on the production and export of raw agricultural and mineral items for their national income, and consequently they are heavily dependent on demand conditions in industrial consuming countries.

In addition, some African countries are "single crop" economies dependent for their prosperity on the output of a basic commodity such as coffee, cocoa or cotton. Price fluctuations in the markets for these products, therefore, tend to exercise a very real and direct influence over all phases of the money economy.

Side by side with the money economy, which is dominated by output of primary products for external markets, traditional economies, based on subsistence production, continue to flourish. In fact, in no other continent does so large a proportion of the population gain its livelihood in one way or another from the subsistence economy—an indication of the problems of poverty which Africa faces.

According to U.N. estimates, Africa accounts for only 2% of the world's gross national product. Average per capita income, excluding the Republic of South Africa, is only $95 a year. In some countries, the figure may fall as low as $40 a year, one of the lowest in the world.

Interpretation matters

The underdeveloped nature of Africa and its present low income level can be construed as either a discouraging factor or a definite inducement for the U.S. trader or investor. One is reminded of the familiar story of two shoe salesmen sent to the same African country from different foreign countries. One salesman, after two days in the country, reported to his company's president saying, "There is no market here for shoes; no one wears them." The other salesman wrote back saying, "There is a tremendous market here for shoes; no one wears them."

The point here is too obvious to belabor—it all depends on your interpretation of the market factor at hand. To one, the present stage of development is but a reflection of the limitations of the market; to the other, the present stage is an indication of the potential for future development.

Get in on ground floor

By and large, there is a keen demand for goods and services of all kinds in Africa, although the market for particular goods in a particular country may at present be so limited as to necessitate postponing marketing penetration. Postponement is the only word to use, however, and even the U.S. producer of the most sophisticated type of merchandise should consider carefully, in the words of the old adage, the importance of getting in on the ground floor.

The interest of African leaders in economic development and industrialization is creating a market for capital goods of all kinds. Moreover, in countries where foreign exchange shortages have restricted U.S. exports in the past, the U.S. AID program is providing an important medium through which diversified U.S. products may be introduced into new African markets. As more and more Africans are drawn into the money economy, their capacity to purchase a wider range of consumer goods is increasing.

Africans are already consuming such highly sophisticated products as electronic computers, central air-conditioning, and television. Some consumer goods take on a status symbolism and in urban areas, for example, it is rare to see an African who doesn't sport a fountain pen or a wrist watch, even if he cannot write or tell time.

The important point for the U.S. manufacturer and exporter to remember is that the present low levels of consumption in Africa will inevitably be raised as the total level of economic activity expands and consequently the demand for an increasing array of goods and services still unknown in the African marketplace can be turned to good profit by imaginative and aggressive salesmanship.

Trade, investment outlook

The United States has not thus far occupied a proportionate share of the growing African market. In part this is a result of the trade barriers which in the past have obstructed and continue to

obstruct U.S. trade. Here one might cite tariff preferences in favor of the former metropole, import restrictions imposed for balance-of-payments reasons, and other factors rooted in the historical association with the former mother country.

Although the U.S. Government is continually seeking to reduce trade barriers, particularly those of a legislative nature, the process is slow. Equally important could be the efforts of private U.S. business to change existing trade patterns which have been institutionalized by tradition.

More U.S. exporters need to visit Africa, to establish sales representatives and create effective distribution channels, to provide proper servicing facilities, to introduce new products, and in general to excite importers about the possibilities of trade with the United States, if the practices that have bound local business in Africa to European sources of supply are to be overcome.

Growth rate spectacular

U.S. trade with Africa runs about 4% of our global trade. This amount is still small, but with the independence of African states there has been an encouraging rate of growth which has been particularly high in the middle African areas.

In 1960, U.S. exports to Africa (excluding Egypt) totaled $615 million, of which 25% went to North Africa and the Horn, 24% to middle Africa, and 51% to southern Africa. By contrast, in 1963, 27% went to North Africa and the Horn, 33% to middle Africa, and 40% to southern Africa. This amounted to an average annual growth rate for U.S. exports of 14% in North Africa and the Horn and 23% in middle Africa, while exports to southern Africa declined.

Export data for 1964 show, on the basis of the first half of the year, a continued growth rate of about 28%, with our total exports for the year probably exceeding $900 million, an all time record high. In summary, for U.S. exports, the total value of our trade in Africa is only a small proportion of our total trade with the world, but the growth rate has been rather spectacular and the future offers still more possibilities for accelerated growth.

Foreign trade is a two-way street, however, and it is significant to note that our imports from Africa also have been registering gains. In the first half of 1964, imports from Africa totaled $456 million as opposed to $375 million for the same period in 1963, a growth rate of about 22% which is fairly constant in each region within Africa. The total for 1964 imports from Africa, excluding Egypt, should reach $900 million—again an all-time record.

Investment also climbs

The situation with respect to U.S. investment is similar to that with trade. The rate of American investment in Africa in the past has been low, and U.S. capital has tended to concentrate heavily in relatively few areas. This pattern has changed rather dramatically during the past decade. From 1950 to 1963 U.S. direct private investment in Africa jumped from $287 million, less than a half of 1% of our global total, to $1.4 billion, about 3½% of total U.S. investment abroad.

While the amount currently invested in Africa is still small in relation to the U.S. global total, the growth in our rate of investment in Africa has been higher than in the world as a whole. Between 1950 and 1962, the overall rate of increase for U.S. private investment was 216%; in Africa it was 343%. In 1963, 25% of U.S. private investment was represented in mining activities; 49% in petroleum and exploration development and distribution; 12% in manufacturing; 6% in trade; and 8% in other areas.

Investment outlook

On the outlook for U.S. investment, it is clear that African countries are seeking to accelerate their economic development and they realize a major obstacle is lack of either management know-how or local capital, or both. They must look to external sources for either or both of these elements. It is important for private enterprise both here and in Western countries to recognize that they can make an important contribution to African economic advancement while, at the same time, benefiting from engagement in the profitable ventures which do exist.

Private enterprise, and particularly American management, must also recognize that these newly emerging African countries tend to remain sensitive about foreign ownership constituting a danger to their newly won sovereignty. With few exceptions, new African governments have shown themselves eager to join forces with private enterprise in partnership ventures. In the African environment, such joint public/private participation has many advantages for the foreign investor.

If such joint ventures do not take place, the danger is that African governments, impatient to develop, will become more addicted to Statism as a way of achieving development with less possibility, therefore, of an African middle or entrepreneurial class emerging, which is so essential to the development of a democratic society.

Challenging opportunities

The above data indicate that the rapid political transition in Africa has created new market situations with challenging opportunities for participation by U.S. business to the mutual benefit of both the African countries and the U.S. commercial community.

The Department of Commerce, eager to bring this message to the U.S. business community, recently conducted a conference of Foreign Service Commercial Officers in Africa to discuss techniques for promoting greater U.S. business activity in Africa. The conference concluded that patience, understanding of local trading conditions, and aggressive sales techniques are essential ingredients in any successful export promotion program in a newly developing African country. As one conferee put it, the "Made in USA" label is highly regarded, but it cannot be depended upon to sell the American product. Africa is now a highly competitive market.

Eximbank lends $5 million to Japanese auto company

The Export-Import Bank has loaned $5 million to the Nissan Motor Co., Ltd., of Japan to help finance the purchase of machine tools from 15 U.S. manufactures. The loan will help a projected half-billion dollar expansion and modernization program designed to keep Nissan competive in Japan's growing automotive market.

Nissan, Japan's second largest automotive manufacturer, expects sales to reach the billion dollar level by 1969. Organized in 1933 with a capital of $2.5 million, Nissan is currently producing 130,000 compact-sized passenger cars, 18,500 standard-sized trucks and 141,800 small trucks.

The new loan brings the total Eximbank authorization in Japan to $1.6 billion, of which $618 million is active. Last month, Eximbank authorized a $60 million loan to two Japanese airlines to purchase 14 jet airliners in this country.

PLASTIC COMPONENTS

License sought for manufacturing glass fiber reinforced plastic components suitable for construction of prefabricated buildings such as construction camps, offices, stores, living quarter, school classrooms, builder's sheds.

Write: South African Management Consultants, (Pty.), Ltd., Cape Town, South Africa.

At Vienna fair

Fried chicken and packaged foods and goods were objects of attention in the U.S. pavilion at the Sept. 13-20 Vienna International Fair.

U.S. firms exhibiting at the week-long event reported more than $100,000 worth of business.

The photographs on this page show visitors (top, left) seeing for themselves how good the Barbecue King fried chicken is. Top right photo shows a Biro Manufacturing Co. demonstrator explaining the firm's products to several visitors.

Food being cooked and food already packaged also attracted much attention. Photo at left shows part of the Hickorie Industries, Inc. exhibit. Displays in bottom pictures are by the Kent Corp. (left) and B. H. Bunn International, Ltd.

Dirty windows won't do

British launch campaign to clean up offices and factories, seek labor-saving equipment

If British offices and factories look a bit brighter these days, there's a good reason for it. A new law says dusty furniture and dirty windows won't do.

The "clean, sweep and polish" law requires office and factory furniture and fittings to be kept clean. Floors and steps must be dirt-free and windows must be washed on both sides.

Go afoul of the new law and you're liable to be charged with a criminal offense.

'Backlash' reaches U.S.

Effects of the rigorous, sweeping measure are reaching across the Atlantic—in the form of sales opportunities for U.S. manufacturers of cleaning and maintenance equipment.

The chance to sell this equipment comes up early next year at the London Trade Center, when U.S. firms will be able to demonstrate their labor-saving cleaning and maintenance equipment and make on-the-spot sales.

Market potential good

The Jan. 19-29, 1965 show will be sponsored by the Commerce Department's Bureau of International Commerce (BIC).

Further information about trade fairs and Trade Center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

A market survey conducted for BIC by a private research firm in Britain indicates good sales potentials in the United Kingdom for the following types of vacuum cleaners and floor maintenance machinery:

Light and heavy cleaners, scrubbers, and polishers; floor dryers, sanders, and carpet scrubbers; waste disposal equipment; automatic washing equipment for windows and walls; and equipment for dust collection.

U.K. firms also have expressed keen interest in machines to scrub stairs; equipment for washing walls up to 20 feet high; window-cleaning machinery; portable, battery-operated dryer-scrubber unit; larger brushes on floor scrubbers; and battery-operated, heavy floor polishers and scrubbers.

The market survey points out that factory and office cleaning and maintenance is one of the fastest growing enterprises in the United Kingdom. U.S. exports of cleaning and maintenance products to Britain now run about $1.5 million a year. With aggressive salesmanship, U.S. manufacturers can open up a large market for their products.

Buildings spring up

About 2,000 new industrial buildings a year are being completed in the U.K. This construction surge, the high cost of maintaining outmoded equipment, and the rising cost and scarcity of labor, are generating broad sales opportunities for the labor-saving equipment.

Contract cleaning and maintenance is gaining in importance in Britain. The industry now has about 100 firms. Approximately 40% of London's office buildings are cleaned by contractors, similar to the proportion in New York City.

Write: Bureau of International Commerce, code 8150, Department of Commerce, Washington, D.C. 20230 (Telephone: WO 7-4461), or any Commerce Department Field Office.

BIC now operates five trade centers in major world market areas—London, Frankfurt, Bangkok, Milan, and Tokyo—as part of the Government's export expansion program, A sixth center is scheduled to open in Stockholm early next year.

About 1,627 U.S. firms have participated in 2,344 exhibits since the first center in London opened in 1961. Of that total, 582 firms were new to the market in which the show was held.

TRADE DISCUSSIONS were held by Eugene M. Braderman, Director of the Bureau of International Commerce (left), with Austrian government officials, Trade Minister W. Fritz Bock, and Julius Wendy. Ralph A. Bergsten, Director of the Office of International Trade Promotion and Henry W. Prentice, Commerce attaché participated in the discussion during a recent inspection trip of U.S. trade fairs.

U.S. companies invited to apparel show in Paris

The 5th European Men's and Boys' Apparel Show will be held Feb. 14-16, 1965, at the Parc des Expositions in Paris.

Don't let the name of the show throw you, says the U.S. Embassy in Paris. American firms are invited to participate.

The 3-day event is a "useful medium" for reaching French buyers, especially specialty shop owners, the Embassy reports.

Write: PROMAS, 8 rue de Richelieu, Paris 1, France.

TARGET PISTOLS form the background as Marine Capt. Bill McMillan (left), of the U.S. Olympic rapid fire pistol team, gets together with Albin Freeland (center), and Otto Finley, exhibitors.

ISOMETRIC GYMNASIUM equipment from the Adolph Kiefer Co. is discussed by Phil Drips (left), of the Nihon Trampoline Center, and Dr. James E. Councilman, coach of the U.S. swimming team.

Real driving range attracts attention at Tokyo Center

An electronic golf driving range, a billiard table and a trampoline caught the eye of many guests and visitors at the Sept. 29 opening of the sporting goods show at the Tokyo Trade Center.

The driving range, exhibited by Electronic Recreation Corp., attracted attention because no one really expected that the Center could display a range on which visitors could try out golf clubs with real golf balls, the U.S. Embassy reported.

Many of the curious tried the range out for themselves, learning through electronics how far they drove the ball or whether they hooked or sliced it.

Other attention-getters included the billiard table displayed by Brunswick International and the trampoline exhibited by the Nissen Corp.

U.S. Minister John K. Emmerson, at the opening of the show, called attention to the universality of sports, saying they are "not confined to the spectaculars of Olympic events. They offer a daily meeting ground for people all over the world," he said.

One of the first visitors to place an order for U.S. equipment on display was Tomio Takokoro, chairman of the Harumi Professional Boxing Gymnasium. He ordered one of the "Iso-Gyms" of the A. Kiefer Co.

BOB CROSBY couldn't stay away from the driving range during his visit to the Trade Center show. Now appearing in Japan, the famous showman tries his skill at one of the show's features.

ALMOST 300 registered businessmen inspected the machine tools exhibit at the Milan Trade Center on the Oct. 4 opening. Above is a view of the exhibit area. The show drew hundreds more, ending Oct. 11.

'Small but complete'

"The U.S. show is small but complete. It complements our Italian exposition well."

Rosario Scarlato, Italian Under Secretary, Ministry of Industry, made these remarks at the machine tools exhibition at the U.S. Trade Center in Milan. The official also toured the biennial machine tools exposition held at the same time.

QUESTIONS are answered (above) as visitors discuss trade problems at the Moore Special Tool Co. booth. Top left photo records Italian Undersecretary of Industry Rosario Scarlato on opening day tour. Ridge Tool Co. representatives (below, right) demonstrate their equipment to an interested visitor.

Business confidence invigorates resurgent Peruvian economy

Moderate agrarian reform law helps to improve business climate; exports soar, foreign exchange reserves grow

Increased business confidence in Peru's economic and political outlook and a continuing high level of exports which fed purchasing power back into the domestic economy caused second quarter gains in business activity.

Available indices for that quarter show electric power consumption, up 7.8%; installment sales, up 15.9%; and gasoline sales, up 9.7% over last year.

Contributing to the improved business climate were enactment of what is generally regarded as a moderate agrarian reform law, the Government's actions in a bank labor dispute, growing foreign exchange reserves and an absence of Government actions that might affect investment decisions.

A boom in exports this year has been triggered by favorable world market prices for Peru's principal exports (fishmeal, lead, zinc and copper). Through the first six months exports totalled some $306 million, up over 22% from the $249 million recorded in the corresponding period a year ago. This year is sure to see a new record for Peruvian exports.

Imports gain slowly

Imports through the first six months increased much more slowly showing a rise of less than 4%, largely accounted for by increased cereal imports.

The price increase continued through the second quarter at about the pace manifest in the first quarter, prices having risen about 2% in each quarter or 4% for the first half over December 1963 levels.

The second quarter saw the publication of a proposed two-year public investment program by the National Planning Institute. The program envisions a 7% annual growth rate in the Peruvian economy over the balance of this decade and goes on to outline the levels of investment needed in various sectors to sustain this rate.

An unfavorable banking situation during the quarter had some adverse effect on sales. Nevertheless, local merchants report their volume up slightly over the similar period in 1963, with substantial increases late in the quarter. Installment sales were up about 16% for the quarter over last year but part of this increase is attributable to softer terms now available.

Auto merchants have, however, complained of a sharp slowdown in sales, attributing their difficulties to the bank strike and to the approximately 30% increase in duties and taxes on automobiles that has been imposed in the past year.

Fishmeal sales down

Despite record fish catches and fishmeal sales for export, industries serving this sector report sales off badly, primarily due to a general pessimism throughout the industry and the overextended position of many plant owners and fleet operators.

Business failures, according to the local Chamber of Commerce, were up sharply during the first half of the year as were complaints of slow payment or "commercial protests." Slow payments and concern about increasing labor costs and the threat of increased taxation notwithstanding, a general feeling of confidence seems to exist in the business community, with more widespread optimism for the future.

Retail prices continue to edge up, probably due in large part to increases in indirect taxes, some wage push, and limited local food production. Neither private nor public credit has exerted any significant inflationary push in recent months.

Idle reserves

Commercial banks currently find themselves in the position of having significant idle reserves owing to a more rapid increase in deposits than in loans thus far this year, with the relatively slow growth in loans attributed largely to a tightening of credit in the fishmeal industry.

Fishmeal, which has been a major factor in the growth of Peruvian exports over the past five years and is now the largest single export product, had a good six months with production up an estimated 24% over a year ago.

With continued strength in world metals prices, lead, zinc and copper exports are all showing healthy gains.

It has become evident that tax receipts will not come up to budgeted levels. Estimates place the ordinary budget running a net deficit of the order of $45 million resulting from a combination of higher than budgeted expenses and lower than budgeted receipts. The Government, to meet revenue needs, has increased import duties on some items and proposed to Congress higher income tax rates and the establishment of a property tax.

Exchange rate remains stable

Peru's international finances continued to reflect a high level of export earnings. During the first semester of 1964 foreign exchange receipts exceeded expenditures by nearly $30 million, in comparison with a payments deficit of $6.9 million for the corresponding six months of 1963. On June 30 the Central Reserve Bank's net gold and foreign exchange holdings stood at $155 million, up from $118.4 million on March 31. Reserves currently are holding at about the June 30 level.

The rate of exchange of the sole remained stable throughout the quarter at 26.85 soles selling and 26.82 soles buying per U.S. dollar.

Currency in circulation increased by $21 million or 6.6% during the second

New customs journals

New editions for the United Kingdom and Ireland in the International Customs Journal series are now available at Department of Commerce field offices. Copies may be obtained on a loan basis from any of the Department's 42 regional offices.

The Journal comprises translations of individual countries' tariff schedules, issued by the International Customs Tariff Bureau in Brussells. Copies are made available to member governments only.

quarter, representing chiefly purchases of foreign exchange by the Central Reserve Bank.

An agrarian reform bill, providing the first comprehensive mandate for a program of land reform, was signed in May. The legislation subjects to possible appropriation about 400,000 hectares or 16% of presently cultivated land, and 3 million hectares or some 33% of pasture land. Also subject to the legislation is other land defined as cultivable, but not now being cultivated, totaling 1.3 million hectares mostly in the jungle region.

Land reform

Under the law all state-owned lands, abandoned or uncultivated properties, and church-owned agricultural lands are subject to the law without major exemption. Privately owned land in the mountain, jungle and coastal regions is liable to appropriation with the proviso that owners may retain in varying proportion their present holdings depending among other things on the size of their holdings, the location, and the efficiency with which the land is utilized. Sugar estates are given specific exemption.

Preliminary lead and zinc production figures for the first half of 1964 indicate that a record output will be reached this year. Lead prices remained steady during the second quarter but the disparity of zinc prices between quotations in the U.S. and the London Metal Exchange routed most of Peru's zinc exports to European and Japanese markets.

The Cia. Minera Condestable S. A. (Japanese capital) has completed its copper flotation mill south of Lima which will initially treat 300 tons of ore per day. Plans are already under way to increase capacity to 500 tons. The copper concentrates will be shipped to Japanese smelters.

The Cerro de Pasco Corporation reached an agreement with local officials to finance the relocation of inhabitants of the town of Cerro de Pasco whose houses are located within 200 meters of the rim of the McCune open pit to permit expansion of company operations there.

Investment program planned

The Government has submitted the National Planning Institute's short term public investment program for review by the Committee of Nine of the Alliance for Progress.

The program calls for public investment increases averaging some 12% per year and totaling $1,867 million during the 1964-70 period. It is estmiated that stepped-up investment will help to generate the 7% overall growth rate deemed necessary to meet the nation's most pressing problems, principally under-employment and the backwardness of the agricultural sector.

Agricultural output is projected to grow at a rate of 5.6% contrasted with a 3.2% growth rate in the 1950-62 period. Substantial increases in manufacturing and construction are also projected.

A "big push" is scheduled for 1964-65 to nearly double public investment, bringing such outlays in 1965 to $255 million, compared with $130 million in 1963. Investment in agriculture is to expand from $14 million in 1963 to $59 million in 1965, or a rise from 11% of the 1963 total to 23% of the 1965 total.

Since government expenditures will be rising much more rapidly than government revenues during 1964-65, a major increase in foreign borrowing will be necessary to finance the program. Drawings on foreign loans, including new loans, during these years are estimated at some $252 million, equivalent to 43% of public investment for the two-year period.

Peru's dependence on foreign financing for its investment program will decline thereafter and in 1970 foreign loan drawings are projected to be equivalent to only about one-third of public investment. Balance of payments' projections indicate that the amount of foreign borrowing called for is within Peru's debt service capacity—given the expected favorable export prospects.

Central African Power Corporation gets $7.7 million World Bank loan to expand Kariba hydroelectric power facilities

The World Bank has made a $7.7 million loan in various currencies to the Central African Power Corporation (CAPC) of Northern Rhodesia and Southern Rhodesia.

The loan will meet half the cost of a 268-mile 330 kv. transmission line and expansion of existing substations mainly in the Northern Rhodesia area served by the Kariba hydroelectric power scheme.

The additional facilities are needed to meet growing demands by electric power consumers, including major copper companies in the area.

Ten institutional investors have agreed to participate in the loan, without the World Bank's guarantee, for a total of $4.5 million representing all of the maturities through September 1, 1974, and portions of various later maturities.

In June 1956, the Bank made a loan of $80 million to the Federal Power Board of the then Federation of Rhodesia and Nyasaland to help finance the first stage of the Kariba scheme. The project is now completed. When the Federation ceased to exist at the end of 1963, the Governments of Northern and Southern Rhodesia agreed to take under joint ownership and control the Kariba system operations and development. The assets and liabilities of the Federal Power Board were transferred to CAPC, a statutory corporation established for the purpose.

The transmission facilities to be provided with the help of this loan are needed to enable CAPC to meet increasing demands by the copper mining industry and the Central Electricity Corporation which distributes power in Northern Rhodesia. At present the Copperbelt is drawing power at the rate of about 200 million kwh. per year from Katanga in the Congo (Leopoldville), under a contract that will enable CAPC to increase its power supply to the area.

The 330 kv. line will be the second running from the Kariba station to Lusaka and the Copperbelt. The existing line is already operating at nearly full capacity. The additional line is expected to be commissioned in the latter part of 1966, when it is estimated that the area requirements will exceed the capacity of the single line.

The project also includes an increase in the capacities of the existing substations at Kariba, and at Lusaka and Kitwe in Northern Rhodesia.

Estimated cost of the project is $15.4 million equivalent, of which $9.7 million will be required to meet foreign exchange costs. The amount not covered by the $7.7 million Bank loan will be met by CAPC out of its own resources.

The Bank loan is for a term of 25 years and bears interest of 5½% annually. Amortization will begin March 1, 1968. The loan is guaranteed by the United Kingdom; Northern Rhodesia and Southern Rhodesia will each also guarantee one-half of the payments on the loan.

Indonesia encourages imports by relaxing rules on privately held foreign exchange

Government will not investigate origin of exchange funds, place tax evasion charges, impose tax controls; funds may flow freely within country

To encourage imports without tapping official exchange holdings the Indonesian Government is liberalizing its rules regarding the use of privately held foreign exchange abroad.

Unrecorded private foreign exchange, including so-called "illegal foreign exchange," may now be used for a wide range of imports.

Goods imported under the new rules will not be subject to price control and may be distributed freely within Indonesia. The Government stresses that it will not investigate the origin of the privately held foreign exchange funds used or place any charges for tax evasion or criminal violation.

Procedures outlined

Procedures through which recognized importers and exporters may import with these funds are as follows:

- A letter of request to import a specified value of goods with private foreign exchange is made to Bank Indonesia. This letter of request will be considered as the only required "registration" of such holdings abroad.
- Before the import is authorized, the importing party must make a prior contribution to a newly established Stabilization Fund administered by Bank Indonesia. This contribution is set at 1% of the value of the requested import and must be transferred to the Fund in the form of foreign exchange through a correspondent of Bank Indonesia abroad. The Bank's U.S. correspondents are Bankers Trust Company in New York City and Bank of America in San Francisco.
- After the contribution is paid, a letter of agreement (*Surat Persetudjuan Impor* or SPI) is issued automatically by Bank Indonesia on behalf of the Department of Foreign Trade and the Foreign Exchange Institute.
- The importer then submits the SPI and the shipping documents to his own foreign exchange bank which issues a Special Customs Entry Certificate. The SPI is valid for a six-month period from the date of issuance to the date of actual shipment of goods from abroad. A three-month extension may be granted.

Only 90% of the requested import value will be authorized initially in the SPI and this may be used to import specified commodities in Groups I, II, and III, which are the more essential import groups. After this import is completed, a new SPI will be issued to cover the remaining 10% which may be used to import specified commodities in Group IV (mostly manufactured goods of a less essential nature).

The Government has published lists showing commodities in the four groups which may be imported with SPI's.

Permitted items include assembled radio and television sets, refrigerators, clothing, sewing machines, batteries, motorcycles and watches (Group IV items).

Excluded are passenger cars, the commercial import of which continues to be prohibited, jeeps, busses and trucks, and radio and television receiving sets in knocked down condition. Most of the excluded items, however, appear to be commodities importers are less likely to import with their own foreign exchange—rice, dynamite, sponges, oilseeds and packing casks.

Special permit

Certain items imported with privately owned foreign exchange still will require a special import permit from the Department of Trade, presumably as an additional check on the incidence of imports of goods which can be or are produced locally.

Goods imported with SPI's will be free of all taxes except customs duties and the special LAAPLN or Foreign Exchange Institute fee now imposed on GATT concession items. However, a few more luxurious items such as motorcycles, radios, television sets, and refrigerators are subject to a "Special Obligatory Contribution (SWI)." The rates of assessment for the SWI are not yet available but are said to vary with the item's age, make and value.

Despite publicity being given to trade opportunities under the new regulations, trade observers in Djakarta are doubtful they will increase imports. This view is based on the caution local traders are showing in exposing illegally obtained foreign exchange and the belief they will be reluctant to dissipate foreign currency funds abroad merely for the opportunity of making a rupiah profit.

Iranian Ministry to control competitive drug imports

In line with its protective policy toward the domestic pharmaceutical industry, Iran's Ministry of Health is conducting a survey with a view to restricting imports of competitive drugs and establishing price controls on them.

Importers have been required to furnish the Ministry with current wholesale and retail prices of their products in the country of origin; a copy of the manufacturer's operating permit; quantity and value of their products imported into Iran for the last three years, and a complete description of the usefulness of their products.

According to recent Iranian press reports, 16,000 kinds of patent medicines are imported into Iran and the local authorities are planning to prohibit the import of about 1000 of the types manufactured locally.

Free Zone Treaty signed by Argentina, Bolivia

Bolivia and Argentina have established by treaty a free zone for Bolivia at the Argentine river port of Barranqueras, Argentina.

This free zone provides Bolivia with facilities approximating an Atlantic Ocean outlet.

Under the Free Zone Treaty, Bolivia is allowed to install port facilities at Barranqueras for the storage and transport of products destined for import to or export from Bolivia.

'Made-in-Canada' rule set

Canada has announced that forged steel welding flanges in sizes one-half inch to 24 inches inclusive, carbon and alloy grades, are being transferred from the category "of a class or kind not made in Canada" to that "of a class or kind made in Canada," effective Oct. 29.

Forged steel welding flanges in sizes two inches to four inches inclusive, have already been ruled as "of a class or kind made in Canada" and the effective date mentioned above does not apply to such flanges.

Canadian Government proposes legislation to curb foreign control in financial fields

Bank, investment, trust, loan companies covered in proposal to Parliament to reduce dependence on New York markets

Further control by nonresidents of Canadian corporations in the financial field would be halted by legislation proposed to Parliament by the Canadian Government.

Federally-incorporated life insurance, trust and loan companies not already owned 50% or more by nonresidents would be enjoined from sales of shares above stated criteria.

The forthcoming decennial revision of the Bank Act would contain similar provisions for the chartered banks, according to the Finance Minister.

Greater latitude allowed

The regulations governing insurance companies' investment also would be revised to allow greater latitude for the holding of equities. Their larger pool of assets would become more available as a source of financing for Canadian companies, thus reducing dependence on the New York market. Other liberalization of the investment regulations is proposed, including that relating to mortgage loans.

At present, the majority of the directors of a bank or an insurance company must be Canadian residents, and directors of life insurance companies can block transfer of Canadian-owned shares to nonresidents. But, up to this time, there have been no restrictions on foreign ownership of federally incorporated financial institutions.

Under the proposed law, companies already having 50% or more foreign ownership would be fully excepted from the legislations as long as that condition continued to exist. However, if firms with less than 25% of shares owned by nonresidents sell more than 25% of their shares to nonresidents, the excess number of shares sold would lose voting privileges.

Voting privileges denied

Nonresidents buying into companies with more than 25% but less than 50% nonresident ownership would be denied voting privileges on any shares they bought which would increase the ratio of nonresident ownership which existed on Sept. 22.

Any single nonresident (or others associated with him) would lose voting rights on any shares he subsequently acquires in a Canadian controlled company that would make his holdings more than 10% of the total issued stock of that company.

Penalties of fine and/or imprisonment would be imposed against company directors who knowingly violated these criteria.

Commodity testing institute established in Berlin

The German Government is establishing an institute for commodity testing, to be located in Berlin.

Founded in response to consumer pressures, the institute will operate under civil law in the form of a foundation. It is now expected that the institute will begin work next spring, with the first test results to be published next fall.

About six tests of different groups of commodities will be made each month. The brands being tested must represent at least 80% of the market for the particular commodity concerned.

The institute will be headed by a five-member board of directors, to be appointed by the German Federal Government. The board will conduct the tests and publish the results.

The Federal Institute for Material Testing (Bundesanstalt fuer Materialpruefung), already located in Berlin, will probably assist in the commodity testing.

Charge for airport use approved in Colombia

Colombia's Airports Authority (ECA-Empresa Colombiana de Aerodromos) has approved a charge of about 75 cents on all passengers departing an airport for a domestic destination, and about $7.50 on all departing international passengers.

This new "head tax" went into effect Aug. 17 and will help finance improvements in airport facilities.

The charge is collected at the time a passenger checks in at the airline counter at the airport, where he receives a two-part coupon. One part of the coupon is collected prior to boarding the aircraft, with the stub retained as a receipt.

Greek license renewal law for drugs, cosmetics changed

The State Legal Council of Greece has ruled that the law requiring payment of a $100 fee for renewal of sales licenses for pharmaceuticals, cosmetics and dietetic products, is unconstitutional, and the fee has been waived.

A new law, however, requires several additional documents, including a statement from governmental authorities in the country of production attesting that the product is still in free circulation in their country, and a renewal trademark registration certificate with the trade name of the product involved, in cases where 10 years have elasped since the original approval of the trade name.

Deadline for submission of renewal applications for sales licenses issued through 1958 is Dec. 31.

For an English translation of the new law, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

EEC Council approves frozen beef tariff quota

The European Economic Community Council has approved a global tariff quota on frozen beef at 12% on 33,000 metric tons for Nov. 1-Dec. 31. The present tariff rate is 20%.

The quota is expressed in terms of bone-in meat, with imports of boned meat converted on the basis of 100 kg. of boned meat equaling 125 kg. of bone-in meat.

The country allocation of the tariff quota (in metric tons) is as follows: Belgium, 6,000; Germany, 3,000; France, 2,000; Italy, 17,000; Netherlands, 5,000.

The Italian duty suspension on live calves and frozen beef has been continued to Oct. 31.

It is estimated that EEC frozen beef requirements in 1965 will be substantial, and that at least an additional 70,000 metric tons, and even possibly as much as 120,000 metric tons, may be imported at a possible 12% rate next year.

Austria designates customs declarations responsibility

The Austrian Ministry of Finance has announced that exports to Austria as well as Austrian importers may now be held legally responsible for both the accuracy and the completeness of their customs declarations.

Trade, financial and other connections must be listed on these declarations, even if such connections exist without a written agreement or do not constitute a regularly established practice.

Old-line Indian firm wants technical help in making boilers

Doesn't need financial aid; wants options on collaborator's patents

A long established and well known Indian manufacturer seeks the technical collaboration of an experienced U.S. firm to manufacture industrial boilers. The firm is able to meet the estimated $775,000 cost of the project from its own resources and does not request any financial participation by the technical collaborator.

Besides technical know-how, the Indian firm wants a first option on any future designs or processes developed by the U.S. firm providing the technical know-how. Also, the American firm would be required to make its present patents available by some form of licensing arrangement and give the Indian firm a first option to license future patents.

According to the Indian firm, the proposed new project would be located at Vikroli, about 12 miles from Bombay, where it already has extensive, modern manufacturing facilities. The project contemplates the annual manufacture of 120 vertical, mutli-tubular, conventional, package type boilers in the range of 60 to 400 horse power and 180 horizontal, package type boilers—oil, coal and gas fired—in the 40 to 650 horse power range.

The Indian firm is experienced in working with Western manufacturers, having technical collaboration arrangements with several firms to manufacture a number of products among its widely diversified manufacturing operations.

For additional information concerning this opportunity write to the Bureau of International Commerce, Office of International Investment, File 4-3443-1-H, Department of Commerce, Washington, D.C., 20230.

FUEL CELLS

Firm of engineers and manufacturers in metal seeks license to produce fuel cells.

Write: Frederick Braby & Co., Ltd., Braby House, Smithfield St., London, E.C. 1, England.

German manufacturer offers new cot for U.S. production

A West German manufacturer of a newly developed plastic cot made of polyester seeks a U.S. manufacturer who would be willing to produce under license and distribute this cot.

The cot, which can be produced in large quantities, was patented in the U.S. in 1962. The manufacturer is a medium-sized company and has some importance in the West German market, particularly in the sectional furniture field. It claims its cot offers good competitive advantages as it is a new item and can be produced for less than wood or metal cots.

For the name and address of the manufacturer and photographs of the plastic cot on loan, **write:** Bureau of International Commerce, Office of International Investment, File 1278, Department of Commerce, Washington, D.C., 20230.

Guatemalan drug firm seeks U.S. licensing arrangement

A leading Guatemalan importing distributor and manufacturer of ethical pharmaceuticals, patest medicises and cosmetics is interested in negotiating licensing arrangements with established U.S. manufacturers of these products.

Write: Industria Farmaceutica, S.A. Apartado Postal 108, la Calle 3-28, Zona 9, Guatemala City, Guatemala, C.A.

UNIVERSAL COUPLINGS

Manufacturer of miniature universal couplings whose chief outlets are in domestic appliance, automotive, electronic industries, is interested in reciprocal manufacturing/marketing arrangement with U.S. manufacturer of similar or allied product. Company claims to be in position to offer representation, manufacturing, assembling facilities such as would appeal to small U.S. company interested in entering United Kingdom without capital investment.

Write: Hunton Engineering, Ltd., 139 Strand, London, W.C. 2, England.

AUTO EQUIPMENT

License sought for manufacture of hydraulic units, gear boxes, manual and automatic transmissions, and over-drives, for automobile, marine, tractor industry.

Write: Gresham & Craven (Motor Components), Ltd., Walkden, Manchester, England.

Sheet glass plant wanted in Pakistan

A Pakistani wholesaler of glass, plywood, hardboard and tiles is interested in a joint venture with an experienced U.S. firm to manufacture sheet glass in Karachi.

The firm is reported to want the U.S. partner to provide the plant and technical assistance for the project. It is prepared to offer profits on a 50/50 basis and equal rights in management.

According to the firm, there are only two sheet glass manufacturing plants in the country, one in East Pakistan and the other in West Pakistan, neither able to meet current demand. A 1963-64 economic survey indicates that the installed annual capacity for manufacturing glass in Pakistan is 25,000 tons and that an additional capacity of 14,700 tons has been authorized.

The Government has not yet given the firm a sanction to set up a sheet glass manufacturing facility. Before doing so it requires submission of detailed proposals from the foreign investor.

Write: Haji Mowla Buksh and Sons, Marriot Rd., Karachi, Pakistan.

MACHINERY

Company of mechanical general engineers seeks license to make small slit lines i.e. 24″ to 36″ for steel strip up to ⅛″ thick which comprise decoiler, leveler, slitter and recoiler; hydraulic stretching machines 25 tons up to 40 tons for aluminum extruding sections; roll feeders, straighteners, roll stands, coil cradles for narrow width strip; recoilers and uncoiler for strip 1 ton to 15 tons; bar and tube straightening machines, multi-roll and two-roll type; bridle feed roll equipment for aluminum mills.

Write: T.M. Construction (Wolverhampton), Ltd., Oak Works, Oak Lane, Kingswinford, Staffordshire, London, England.

DUST COLLECTION GEAR

Firm of industrial ventilation engineers is interested in being licensed by U.S. concern to manufacture, distribute established line of dust collection equipment, natural draught ventilation for industrial use.

Write: Richard Groves (Birmingham), Ltd., Crown Engineering Works, Waterloo Rd., Tipton, London, England.

Port improvement planned by Iran; qualification bids invited on 3 tenders

The Plan Organization of the Imperial Government of Iran invites qualification bids for the improvement of the Port of Bushehr on three separate tenders. Papers and drawings were prepared for the Organization by Nedeco, Netherlands Engineering Consultants, Javastraat 48, The Hague, Netherlands.

Qualification deadline is Nov. 2. Submissions should be in English.

The three separate tenders are for (1) Dredging Works, including dredging of a navigation channel from the inner anchorage Khor Deira to the harbor of Bushehr on the Khor Sultani; (2) Harbor Works, including the construction of a reinforced concrete commercial wharf for coastal vessels, mooring facilities for small craft, one transit shed, fencing, harbor roads and pavements; construction of two reinforced concrete naval wharves, located north-west and south-east of the commercial wharf; (3) Trailing Suction Hopper Dredger, including the construction and transport of this dredger to Bushehr.

Separate bids will be called for each of the above three contracts, including construction, supply and maintenance. A brief description of each project is given in the qualification for tendering folder. Interested bidders for one or more of these contracts should also submit the included questionnaire information about their legal and financial status, available plant and equipment, experience in similar and other works, and intended association with Iranian or foreign companies.

Qualified contractors will be selected from among the interested companies and these contractors will be invited to bid. Upon confirmation of a selected company's interest, the tender documents will be forwarded by the Consultants against payment of the cost of the documents by the invited company.

A copy of the Qualification for Tendering Booklet is available to U.S. firms on a short term loan basis from the Building Materials & Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-3601.

Bidders asked to prequalify for construction of proposed marginal wharf in Philippines

The Bureau of Public Works is inviting bidders to prequalify for the construction of a proposed marginal wharf of the International Port, North Harbor, Port of Manila.

Bid deadline for prequalifying is Nov. 2. The sealed bids, on forms furnished by the Bureau, will be publicly opened at 11 A.M., Dec. 2 at the office of the Director of Public Works, Manila.

The Philippine costs for labor and local materials on this project are estimated to be more than U.S. $27 million. The imported equipment, valued at approximately U.S. $2 million, is being financed by an Export-Import Bank loan to the Philippine Government.

Copies of the plans and specifications are available for U.S. $100 from the Bureau of Public Works of the Department of Public Works & Communications, Bonifacio Drive, Manila.

The Standard Government Form of Contract for Construction includes information for bidders; detailed specifications for steel foundation tubes; specifications for the construction of R. C. marginal wharf; specifications for water supply system; specifications for timber, creosoted timber, timber piles and creosoted timber piles for portworks; standard specifications for rockwork construction and R. C. gravity wall; specifications for excavations, back filling and rock curtain wall; contract for the lease of dredging equipment; and contract for the lease of equipment.

One copy of the set of drawings and the Standard Government Form of Contract for Construction is available for review only in the Building Materials & Construction Industries Division, Rm. 4012, BDSA (6460), Department of Commerce, Washington, D.C., 20230. Telephone: 202—WO 7-3601.

Greek firm offers services

The corporation BIOKAT, Industrial Construction Co., 6 Aristidou St., Athens, has expressed an interest in providing its services to U.S. firms contemplating the establishment of industrial plants in Greece, the Middle East or North Africa, or in collaborating with U.S. engineering and construction enterprises which would undertake projects in these countries.

BIOKAT, an affiliate of the German enterprise, Phoenix-Rheinrohr-International GmbH, Dusseldorf, Germany, operates as engineers and contractors, specializing in mechanical and electrical installations. It has reportedly participated in industrial projects such as the State Petroleum Refinery, the Dow Hellenic Chemical Industry, the Hellenic Sugar Industry, the Ptolemais Nitrogenous Fertilizer Plant.

India seeks SSB equipment, assorted spare parts bids

The Director General of Supplies & Disposals has issued tender No. SE-4/52072-R/52046-R/483/1A/52045-R/72027-R/I for SSB transmitters and receivers, six and twelve each, and assorted spare parts.

Tender documents may be purchased for $2.10 each from the India Supply Mission (Ref. D/ENQ/1309), 2536 Massachusetts Ave. NW., Washington, D.C., 20008. It is suggested that prospective suppliers study the specifications at the India Supply Mission prior to purchasing tender papers.

Bids should be submitted by Nov. 17 to the Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India.

Loan copies are available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Woodworking equipment bids requested by India for Beas Dam project

The Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur, India, has issued these tenders for woodworking equipment:

Two woodwork jointer planners. I.S.M. File No. D/Enq/1213, tender No. 705/Beas/Pr/51302/W-447, bid deadline Nov. 5.

One electrically operated swing saw with a 36″ dia. blade, I.S.M. File No. D/Enq/1214, tender No. 710/Beas/PR/51306/W-451, bid deadline Nov. 17.

One woodwork panel planner and thicknesser electrically operated, I.S.M. File No. D/Enq/1215, tender No. 713/Beas/PR/51309/W-454/Global, bid deadline Nov. 12.

Ten portable heavy duty type, pneumatic circular saws. I.S.M. File No. D/Enq/1216, tender No. 717/Beas/PR/51311/W-18468, bid deadline Oct. 29.

Two combined cross cut and ripper saws, electrically operated. I.S.M. File No. D/Enq/1217, tender No. 718/Beas/PR/51308/W-453, bid deadline Nov. 21.

Timken Taper roller bearings, 600, complete 4½″ bore cup No. 71750, core No. 71450. I.S.M. File No. D/Enq/1229, tender No. 747/Beas/PR/51221/P-15043, bid deadline Nov. 18.

Copies of the tenders are available from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C., 20008.

A copy of each tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-5589.

Ceylon in market for paper and board of various types

The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo, Ceylon, has issued a tender with a bid deadline of Dec. 1 for paper and board in substantial quantities.

Grades desired are M.G. white poster paper, white cartridge paper, machine coated art paper, wood free white bank paper, ledger paper, newsprint and white woodpulp board.

Copies of the tender are available on written application from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. Telephone: HU 3-4025.

Tubes needed for Burma

The Director-General, Posts & Telegraphs, No. 125, Phayre St., Rangoon, Burma, has issued tender No. 9W(64-5) for receiving, transmitting and special purpose electron tubes.

Bid deadline is 2 P.M., Oct. 27.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Building materials bids requested by Ceylon

The Ministry of Land, Irrigation & Power, Colombo, Ceylon, invites bids for the Irrigation Dept. on specified building materials.

Bid deadline is Dec. 22.

The list of building materials includes:

(1) Total of 100 thousand aluminum alloy corrugated sheets, 24 S.W.G. or 0.60 mm. of pitch ¾" x 10/3 in corrugation to B.S.S. 2855 of 1957 or equivalent specification—20,000 each of 6, 7, 8, 9 and 10 ft. x 32" x 24 G or 0.60 mm.;

(2) Sixteen thousand L. ft., 8 ft. x 18" x 24 G aluminum alloy ridges, plain (to B.S.S. 1470 NS 3 ½ Hard of 1955) or equivalent specifications;

(3) Prefabricated steel slotted angles in 10 ft. lengths to B.S.S. 826 of 1955 or equivalent specifications, including 100 bolts and nuts per each 100 ft., also 10 bolt cutters; (a) total of 200 thousand L. ft., 2¼" x 1½" x 14 S.W.G. and (b) 3,500 gross of U Bolts ¼" thick x 4½" long with diamond washers and nuts threaded up to 1½".

Tender copies are available on written application from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

One copy of the tender is available for review only in the Building Materials & Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-3601.

Watch-clock, horns and sirens wanted by Turkey

Turkey is offering tender No. 3001-590 for a watch-clock for a motor car ferry with a diameter of 15-20 cm., of brass aluminum, shock resistant, protected against humidity, anti-magnetic; four horns operated by 3 kg/Cm2 air pressure; four sirens operated by 3 Kg/Cm2 air pressure; 483 Kg/Cm2 reduction valves for horn equipment, complete with parts; and four water separators.

Bid deadline is Nov. 9.

The tender was submitted by Malzeme Mudurlugu, Denizcilik Bankasi T.A.O. (Material Purchasing Dept., Turkish Maritime Bank), Bahcekapi, Istanbul.

A loan copy of the tender terms and specifications is available to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA 6440, Department of Commerce, Washington, D.C. 20230.

Iran seeks VHF equipment

The Ports & Navigation Organization is inviting bids for the supply of 30 sets of VHF equipment.

Copies of the conditions and technical specifications may be secured from their Offices, Nederi Ave., Tehran, Iran, against payment of 500 rials (about U.S. $7).

Bid deadline is 9 A.M., Dec. 6.

Loan copies of the bid terms and conditions will shortly be available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone. 202-967-4036.

Two tenders issued by Germany for NATO building construction, 8 stand-by power generators

Two NATO tenders have been issued by Germany, one for construction of a 915 square meter building, the second for the supply and installation of eight, three-phase, 60-120 KVA stand-by power generators with synchronizing equipment and switch panels. Engine specifications must be similar to those prescribed by the Federal Physical-Technical Institute, Braunschweig.

U.S. firms, certified to participate NATO-ICB, must submit applications on specially designated forms to the appropriate authority by Oct. 28 along with filing fees of DM 20 or DM 15 ($5 or $3.75).

Copies of the special forms and the invitations to bid are available from Trade Opportunities Staff, BDSA-6912, Department of Commerce, Washington, D.C., 20230.

TV equipment and spare parts sought for Korean Ministry

The Office of Supply, Government of the Republic of Korea has issued an Invitation for Bids, No. KFX-4096-S, calling for the supply of various types of TV studio equipment, test equipment and spare parts for TV cameras and transmitters for the Ministry of Public Information.

Among the items desired are one vidicon camera chain, slide and film projectors, monoscope camera, audio equipment, test equipment, spare parts and various tubes, transistors and diodes.

Bids are to be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea, by 10 A.M. Oct. 28.

The Invitation for Bids is available for review at the Consulates General of the Republic of Korea, at 9 E. 80th St., New York, and at 3500 Clay St. San Francisco.

Loan copies are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-4036.

Tender issued by India for 3 shipboard radars

The Controller of Stores, Hindustan Shipyard, India, has issued tender No. CSR/14387/VC159-161/9678 for supply of three shipboard radar installations to work on 220 v. 50 cps, 3 phase power and consisting of scanner units, monitor units, transmitters, power units, display units, motor alternation set with control gear and a complete set of spares. The equipment shall have 45 to 50 mile range scales, range discrimination and minimum range of 30 to 35 yards and a range accuracy of 1%.

Tenders must be submitted to the Controller of Stores, Hindustan Shipyard Ltd., Visakhapatnam 5, Andhra, by Nov. 16.

Loan copies of the specification are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-2328.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2751.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2300.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1638, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Iraq seeks HF transmitter, receiver, test instruments

The Iraqi Ports Administration has issued tender No. 147/64 for the supply of HF transmitting and receiving terminals consisting of one each 1 KW transmitter (ISB, FSK, and SSB) aerial matching unit, dual diversity receiver, aerial masts and test instruments.

Tenders must be submitted to the Director General, Iraqi Ports Administration, Basra, Iraq, by Nov. 19.

A loan copy of the specification is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Variety of notions and goods called for in Burmese tender

The People's Stores Corp., Personal Goods, Division, c/o Foreign Office, Prome Rd., Rangoon, has issued tender No. 1.P10/64-65, with a bid deadline of Nov. 26, for substantial quantities of hooks and eyes, safety pins, hand sewing needles, thimbles, snap and slide fasteners, scissors, buckles, pocket knives, tweezers, key chains, lighter flints, beads and imitation pearls.

A copy of the tender is available on loan to firms located in the U.S. from the Consumer Durables Division, BDSA-6270, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4387.

Supply of tape recorders, radio receivers, lighting equipment sought by Burma

The People's Stores Corp. has issued Tender No. 2EL(P)64/65 for the supply of 1000 each hi-fi monaural tape recorders, 5 and 6 tube superheterodyne radio receivers and ballast for fluorescent lamps in ratings of 40W (10,000), 20W (10,000) and 10W (3000).

Bids should be submitted to the Secretary (4), People's Stores Corp., C/O Foreign Office, Rangoon, Burma no later than Nov. 9.

Copies of the specification are available on a short term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Burma to buy boots, shoes, laces and shoe brushes

The Government of Burma, through the Secretary, People's Stores Corp., Personal Goods Division, c/o Foreign Office, Prome Rd., Rangoon, has issued tender No. P-10/64-65 with a bid deadline of Nov. 30.

Supplies called for are 16,000 pairs of football shoes, 3000 pairs of basketball boots, 3000 pairs of leather running shoes, 2500 gross boot and shoe polishes, 400 gross pairs of boot laces, 3350 gross pairs of shoe laces, 150 gross pairs of football shoe laces and 1500 dozen shoe brushes.

Only bids with relevant samples will be considered.

A copy of the tender is available on a loan basis to firms located in the U.S. from the Rubber, Leather & Allied Products Division, BDSA-6290, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-5103.

Echo sounder bids invited

Burma's People's Stores Corp. has issued tender No. 30-EL (Electrical) 63-64 for supply of an echo sounder with outboard oscillators and rig, consisting of a recorder/amplifier unit, power transmission unit, 45 foot rolls of recording paper, junction box, tachometer unit, foot operation "FIX" marker switch, a spares box, rubber covered cables up to 80 ft. long and 5 each nickel cadmium and alkaline batteries.

Bids must be submitted to the Secretary (1), People's Stores Corp., General Hardware & Electrical Stores, c/o Foreign Office, Prome Rd., Rangoon by Nov. 12.

Loan copies of the specification are available to firms located in the U.S. from the Electronics Division BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

201 Meat Products

SWEDEN—Frozen meats, all kinds. Direct purchase and agency. AB O. Annerstedt (importer, wholesaler, sales agent), Brunkebergstorg 12, Stockholm C. WTD 7/24/64.

203 Canning, Preserving Foods

SWEDEN—Canned fruits, vegetables, all kinds. Direct purchase and agency. AB O. Annerstedt (importer, wholesaler, sales agent), Brunkebergstorg 12, Stockholm C. WTD 7/24/64.

TANGANYIKA—All kinds of canned food products. Prices must be competitive; quotations preferably cif Dar es Salaam. Direct purchase and agency for chain of co-operative unions' wholesale and retail depots. Requests replies from manufacturers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

209 Food Preparations

THAILAND—Instant coffee. Requests replies from suppliers willing to furnish under a new label. Quotations cif Bangkok. Requests samples of a blend with strongest flavor. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box TH-37, Department of Commerce, Washington, D.C., 20230.

220 Textile Mill Products

AUSTRALIA—Furnishing fabrics, prints or weaves; cottons, manmade fibers. Direct purchase and agency. K. J. Textiles Pty. Ltd. (importer, wholesaler, manufacturers' representative), 126 Flinders St., Melbourne, Victoria. WTD 4/24/64.

PAKISTAN—Bookbinding cloth for bookbinding industry. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

SWEDEN—Fabrics, all types, for manufacturing women's dresses. Ingwa-Konfektion AB (importer, exporter, wholesaler, manufacturer), Jakobsbergsgatan 33, c/o Warnander AB, Stockholm. WTD 7/29/64.

Home furnishing textiles; other textile goods. AB Winroths Enka & Co. (importer, wholesaler, retailer, manufacturer), Bjorngardsgatan 3, Stockholm. WTD 8/13/64.

UGANDA—A combine of wholesale textile and hosiery firms wishes to import all types of

textiles, including: nylon fabrics; cotton rayon mixtures, except suitings; apparel fabrics, woolen, worsted; suiting fabrics, plied yarn, spun rayon; suitings, chiefly cotton, colored yarn, carded. Uganda Business Promotion Ltd. (importer, wholesaler), P.O. Box 4104, Kampala. WTD 9/25/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton drill for shoe linings, primarily for use in leather footwear with vulcanized rubber soles. Bata Shoe Co. of Australia Pty. Ltd. (importer, wholesaler, manufacturer), Wells Rd., Seaford, Victoria. WTD 4/17/64.

FRANCE—Canvas, other fabrics, for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

222 Broad Woven Fabrics, Manmade Fiber, Silk

FRANCE—Nylon meshes, fabrics for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

224 Narrow Fabrics, Other Smallwares Mills

FRANCE—Shoe laces for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

225 Knitting Mills

SWEDEN—Hosiery; women's, misses' knit outerwear. AB Winroths Enka & Co. (importer, wholesaler, retailer, manufacturer), Bjorngardsgatan 3, Stockholm. WTD 8/13/64.

UGANDA—A combine of wholesale textile and hosiery firms wishes to purchase men's, women's, children's hosiery, all types. Uganda Business Promotion Ltd. (importer, wholesaler), P.O. Box 4104, Kampala. WTD 9/25/64.

228 Yarn, Thread Mills, Products

CEYLON—Rayon viscose, acetate and spun yarn: acetate, 60, 75, 100, 120, 150, 300 deniers; bright and semi-dull; on cones; viscose, 60, 75, 100, 120, 150 deniers; bright and semi-dull; on cones; spun yarn, 30/1, 30/2, 20/2 deniers; bright and semi-dull; on cones; nylon yarn, 210 deniers; 24 filaments No. 6; wound on pirns, maximum diameter 4½", 1KG of yarn per pirn. Jafferjee Bros. (IBRA Industries) (importer, manufacturer), 133 Meetotamulla Rd., Wellampitiya, Colombo. WTD 1/31/64.

229 Textile Goods

FRANCE—Hemp and linen thread for use in manufacturing shoes. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

● **TAIWAN**—Wool tops, dry combed, 64s, 44,987.28 lb.; 58s, 8,703.19 lb.; carbonized wool, 64s, 27,486.54 lb.; Dacron top 3D x 3" or approved equal, 301.75 lb. Tender No. GFMF-19770, bid deadline Nov. 5. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-5469).

230 Apparel

SWEDEN—Ready-made clothing, all kinds, particularly men's and boys' underwear. Gustaf Horwitz Forsaljnings AB (importer, wholesaler), Lidingovagen 75, Stockholm 27. WTD 7/21/64.

TANGANYIKA—Used wearing apparel, all types. Direct purchase and agency for chain of co-operative unions' wholesale and retail depots. Requests replies from wholesalers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Ready-made clothing, all kinds. AB Hennes (importer, retailer, manufacturer), Kungsgatan 37, Stockholm. WTD 7/23/64.

234 Women's, Misses', Children's, Infants' Undergarments

SWEDEN—Under garments, all kinds, for women, misses, children, infants. AB Hennes (importer, retailer, manufacturer), Kungsgatan 37, Stockholm. WTD 7/23/64.

242 Sawmills, Planing Mills

SWEDEN—Lumber, soft, all kinds; soft and fine sawn woods. Skandinavisk Traimport AB (importer, retailer, wholesaler, sales agent, manufacturer, exporter), Fack, Stockholm 37. WTD 8/11/64.

243 Prefabricated Structural Wood Products

AUSTRALIA—Prefabricated fibre glass and wood motel cabins, insulated with urethane. Urethane Industries Pty. Ltd. (importer, manufacturer), 68 Racecourse Rd., Ascot, Brisbane, Queensland. WTD 9/25/64.

249 Wood Products

FRANCE—Lasts, forms, fittings, for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

251 Household Furniture

NETHERLANDS ANTILLES—Dinette sets, metal. West India Mercantile Co., Ltd. (importer, retailer, wholesaler, agent), Prinsenstraat 80, Curacao. WTD 6/19/63.

TANGANYIKA—Complete line of inexpensive household furniture. Direct purchase and agency for chain of co-operative unions' wholesale and retail depots. Requests replies from manufacturers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

252 Office Furniture

TANGANYIKA—Complete line of inexpensive office furniture and equipment. Direct purchase and agency for chain of co-operative unions' wholesale and retail depots. Requests replies from manufacturers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

262 Paper Mills, Products

● **GREECE**—Various kinds of writing and printing paper including 256 m.t. white writing paper; 64 m.t. satine writing paper; 15.5 m.t. colored writing paper; 30 m.t. norma paper; 6 m.t. manila paper; 3 m.t. bristol paper; 2 m.t. cellulose paper; 8 m.t. newsprint; 7 m.t. colored watermarked writing paper; 2 m.t. monotype paper. Tender No. B/614/64, bid deadline Nov. 16. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

● **NEW ZEALAND**—Hard sized groundwood printing in rolls, 70-75% groundwood content, 21 lb. basis weight (20x30-500), white—730 tons, yellow—235 tons, green—11 tons, salmon—12 tons; grey folding pulpboard in sheets suitable for three color offset printing, 25" x 41", 185 lb. basis weight (25 x 41-500), grain short, 300 reams. Tender No. P & S 1279, bid deadline Nov. 5. Government Printing Office, Waterloo Quay, Wellington. Tender available from New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C., 20036. (Telephone: FE 8-8820.)

PAKISTAN—Book paper, machine coated: leatherette, bookbinding, flint, tissue, offset, cellophane, kraft, for use in printing industry. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

281 Industrial Chemicals

● **BURMA**—Sodium sulfide (broken), 60-65% Na_2S, 150 m.t.; sodium sulfide (flakes), 60-65% Na_2S, 50 m.t.; sodium nitrite, 15 m.t.; sodium nitrate, 10 m.t.; cautic soda (flakes), 100 m.t. All items to be packed in 50 kilogram drums. Tender No. 3/09/64-65, bid deadline Nov. 13. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2008).

FRANCE—Dyes for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

● **TURKEY**—Weedkillers for use in canals, ammonium sulfamate, 500 kg., 5 bromo-3-sec-butyl-6-methyluracil, 500 kg. tender No. 64-13L-53, bid deadline Nov. 2. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara. (Machinery & Supply Dept., General Directorate of State Hydraulic Works).★ (Telephone: 202-WO 7-3910).

282 Synthetic Materials

HONG KONG—Polyethylene granules. Wishes to act as distributor. Requests replies from manufacturers. Globe Trading Co., Ltd. (importer, exporter), United Chinese Bank Bldg., 2nd floor, 31-37 Queen's Rd. Central, P.O. Box 755, Hong Kong. Cable: GENUINELY, Hong Kong. WTD 7/30/62.

PAKISTAN—Plastic PVC in various colors, 20 tons, cable grade; for use in manufacturing wire, cables. Globe Surgical Industries (manufacturer), College Rd., Sialkot. WTD 9/25/64.

283 Drugs

● **CEYLON**—Injectable antibiotics only: fortified procaine penicillin G, B.P. each vial containing 300,000 units procaine penicillin G and 100,000 units crystalline penicillin G, 360,000 vials; crystalline penicillin B.P. 2.4 million vials of 1,000,000 units each; and crystalline penicillin B.P., 2 million vials of 500,000 units each. Bid deadline Nov. 17. Dept. of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

● Assorted pharmaceuticals in injectable form and disposable hypodermic sets. Injectables included are: sodium lactate USP for I.V. injection, 6000 bottles of 500 cc each; protein hydrolysate 5% USP for I.V. injection, 4500 bottles of 500 cc; dextrose and half normal

saline, 20,000 bottles of 500 cc; Darrows solution w/sodium lactate, 8400 bottles of 500 cc; sodium lactate compound B.P. (sterile Hartmanns solution for I.V. use, 5000 bottles of 500 cc; also 240,000 bottles of 500 cc each, sterile normal saline w/sodium chloride B.P. injection I.V. with suspension device, sterile dextrose B.P., 500,000 bottles of 500 cc w/suspension device; salt-free dextran injection, 10% solution for I.V. use with suspension device, 3600 bottles. Disposable sets for giving injections, with separate fluid outlet and air inlet assembly; tubing of natural rubber with minimum I.D. of 3.0 mm; outlet assembly: piercing needle, drip chamber, flow regulator and giving needle w/tubing, minimum overall length 140 cms. Whole set must be sterile and nonpyrogenic. 230,000 sets. Bid deadline Nov. 17. Dept. of Health, Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10. Write for copy of tender to Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

● Acetylsalicylic acid in bulk and tablet forms; other pharmaceutical specialties; assorted medicinal fine chemicals, as follows: acetylsalicylic acid, B.P., crystalline powder, 9000 lb. in 1 lb. bottles; benzyl benzoate B.P., 2000 lb., in 1 lb. bottles; 4000 lb. in 5 lb. bottles; ammonium bicarbonate, B.P.C., 3000 lb., in 1 lb. bottles, 4000 lb., in 2 lb. bottles, 8000 lb. in 5 lb. bottles; tropical chloride of lime, B.P.C., 1000 cwts; camphor powder B.P., natural or synthetic, 8000 lb.; magnesium sulfate B.P., 2000 cwts; potassium bromide, B.P., 1500 lb. in 1 lb. bottles, 2500 lb. in 5 lb. bottles. Acetylsalicylic acid in tablet forms: 22.5 million tablets of soluble aspirin B.P., formula as specified; 15 million tablets of soluble aspirin for infants B.P.C., per specifications. Bid deadline Dec. 8. Phenylbutazone B.P., 500,000 tablets of 100 mgm each; and hydrochlorothiazide B.P., 1.5 million tablets of 50 mgm each, both packed in bottles of 1000. Erythromycin estolate, B.P. (erythromycin propionyl ester lauryl sulfate), 200,000 capsules of 250 mgm each, mercaptopurine, B.P., 6000 tablets of 50 mgm each; ergometrine maleate, B.P., 700,000 tablets of 0.5 mgm each; and dexamethasone B.P., 200,000 tablets of 0.5 mgm each. Bid deadline Dec. 15. Dept. of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10. Write for copy of tender to Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Shoe polish. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

Cleaning and sanitary products for household purposes. Direct purchase and agency. Lavecire France (manufacturer, dealer), 31 Rue Pasteur, Neuilly-Plaisance (Seine & Oise). WTD 8/11/64.

TANGANYIKA—Cosmetics, toilet preparations, soaps, detergents, all types. Direct purchase and agency for chain of wholesale and retail depots run by co-operative unions. Requests replies from manufacturers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Paint cleaner detergents, maintenance and other household products. Direct purchase and agency. Lavecire France (manufacturer, dealer), 31 Rue Pasteur, Neuilly-Plaisance (Seine & Oise). WTD 8/11/64.

286 Gum, Wood Chemicals

PAKISTAN—Dyes; bismuth blue, violet blue, congo red; 80 tons; for use in straw board industry. Caustic soda; 1000 tons; for use in manufacturing paper board. Sethi Straw Board Mills Ltd. (manufacturer), Rahwali, District Gujranwala. WTD 9/25/64.

289 Chemical Products

FRANCE—Glues for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

Dyeing products for household purposes. Direct purchase and agency. Lavecire France (manufacturer, dealer), 31 Rue Pasteur, Neuilly-Plaisance (Seine & Oise). WTD 8/11/64.

PAKISTAN—Printing inks, various colors, approx. $20,000. Sethi Straw Board Mills Ltd. (manufacturer), Rahwali, District Gujranwala. WTD 9/25/64.

SYRIA—Synthetic glue (urea formaldehyde); 1000 m.t. Requests replies from manufacturers. Malki & Co. (importer, wholesaler), P.O. Box 2786, Damascus. WTD 9/16/64.

TANGANYIKA—Borax; black-plate waste compound used in manufacturing enamelware. Abbas & Bros. (manufacturers' representative), P.O. Box 207, Dar es Salaam. WTD 7/30/64.

THAILAND—Printing inks. Direct purchase and agency. Sino-Siamese Press Co. Ltd. (importer, printer), 78-80 Soi Burirom 2, Boriphat Rd., Bangkok. WTD 9/28/64.

VIET-NAM—Chlorophyll water soluble powder (sodium copper chlorophyllin 100% SG), 100 kg. Ets. Kol (manufacturer, wholesaler), 51-A-53-A Hong Bang, Cholon. WTD 9/15/64.

291 Petroleum Refining

● **BURMA**—Lubricating oils and greases, large volume to cover fiscal year 1964/1965 requirements. Tender No. PaYaLa/SaHsa/1, bid deadline Oct. 30. Marketing Manager, People's Oil Industry, P.O. Box No. 1049, 604-Merchant St., Rangoon.★ (Telephone: 202-WO 7-2355).

● **CEYLON**—Lubricants, Ceylon's entire 1965 supply. Potential dollar volume, four million. Bid deadline Oct. 31. Ceylon Petroleum Corp., Colombo. Write for specifications and documents to Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

306 Fabricated Rubber Products

FRANCE—Rubber heels, soles for manufacturing shoes. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

Boating apparel, including vulcanized raincoats. Ets. V. de V. (manufacturer, importer), 22 Rue Drouot, Paris 9e. WTD 7/10/64.

307 Plastics Products

AUSTRALIA—PVC socking and insoling board primarily for use in manufacturing leather footwear with vulcanized rubber soles. Bata Shoe Co. of Australia Pty. Ltd. (importer, wholesaler, manufacturer), Wells Rd., Seaford, Victoria. WTD 4/17/64.

FRANCE—Plastic soles, heels for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

311 Leather Tanning, Finishing

FRANCE—Leather for manufacturing shoes. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Wooden heels for manufacturing shoes. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Abrasive cloth for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

SWEDEN—Asphalt tiles for floor coverings. Ingenjor Tage Mannerhall AB (importer, commission merchant, sales agent), Mornergatan 10, Linkoping. WTD 7/27/64.

331 Steel Mill Products

● **BURMA**—Varying sizes and large quantities of round shank, wire nails. Tender No. 10/CS/64-65/TRAD, bid deadline Nov. 9. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Varying sizes and large quantities of spike nails. Tender No. 7/CS/64-65/TRAD, bid deadline Nov. 9. The Secretary (1) People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Various sizes and large quantities of galvanized roofing nails, roofing bolts and galvanized nuts. Tender No. 6/05/64-65(P), bid deadline Nov. 2. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Galv. marine wire rope and fittings: 82,260 fathoms round strand construction 6 x 19 x 1 right hand lay, cir. range, ½" to 4". Tender No. 25/06/GH (G) 64, bid deadline Nov. 12. The Secretary (4), People's Stores Corp., Electrical & Hardware Stores, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

GERMANY—Cold rolled mild steel sheets, 0.38" to 0.122" in thickness, 300 tons. Requests replies from manufacturers only; cif European ports. Rheineisen Eisengrosshandlung GmbH (wholesaler, importer, exporter), 3 Schlueterstrasse, 4 Duesseldorf-Grafenberg. WTD 8/18/64.

PAKISTAN—Stitching wire for use in book binding industry. Popular Paper Mart, 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

Hot rolled carbon steel sheets and plates to ASTM-A-415-58T, 8' x 4' or larger sizes, for manufacturing gates; gearing for head works; strainers; tanks; conduit pipes; M.S. welded pipes, 6" to 36" dia. Direct purchase and agency. Orient Technical Works (manufacturer), 35 Ferozepur Rd., Lahore. WTD 9/25/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Supply of bare and/or tinned copper wire B.S.C. No. 128 or its equivalent, 14/.0076 (2.5 tons), 28/.012 (1.8 tons), 3/.029 (50.5 tons), 3/.029 (39.0 tons). Tender No. 52/HE-16/64 (bare copper wire), bid deadline Nov. 15. The Secretary, People's Stores Corp., Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **IRAN**—Supply of inside telephone wire, dry core, air spaced, unit, twin or star quad local cables, paper insulated, lead-alloy sheathed, of various specifications (4,047,800 yd.). Tender No. 43/7, bid deadline Nov. 30. Ministry of Posts, Telegraph & Telephone, General Procurement Dept., Saadi Ave. (South Saadi), Tehran.★ (Telephone: 202-WO 7-2162).

● **IRAQ**—Supply of overhead line construction materials including: 15,000 pieces tubes, 16,000 cross arms brackets, 8000 cast iron caps, 2000 rod stays, 6000 stalks, 8000 straining screws, 50 l.t. cadmium copper wire, 50 l.t. hard drawn copper wire. Tender No. 64/5, bid deadline Nov. 17. Posts, Telegraphs, & Telephones Administration, Baghdad.★ (Telephone: 202-WO 7-2162).

THAILAND—Zinc plates. Direct purchase and agency. Sino-Siamese Press Co. Ltd. (importer, printer), 78-80 Soi Burirom 2, Boriphat Rd., Bangkok. WTD 9/28/64.

● Supply of underground power cable, 0.6/1 KV. grade, type NYCY protodur non-metalic sheathed (2,297 yds.), flexible cable 600 v. grade, flexible single core motor lead cable, conductor of high conductivity tinned copper fine wire insulated with PVC compound class R (3,500 yd.), flexible cable of various sizes and specifications (2,132 yd.). Tender No. 07417, bid deadline Nov. 6. State Railway of Thailand, Yod-se, Bangkok.★ (Telephone: 202-WO 7-2162).

● **TURKEY**—Supply of 2000 seamless, aluminum brass lubrication oil cooler tubes (93.2″ long). Tender No. 3001-506, bid deadline Oct. 26. Melzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul, (Material Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Butt hinges (442,600 dozen, total), spring hinges (2000 dozen, total); 359,600 dozen, various sizes, heavy steel, bright self color w/o screws to BSS 1227-1945 or equivalent; 50,000 dozen solid, drawn broad brass machine make, solid joint w/o screws; 32,000 dozen cast iron broad w/o screws; above hinges with countersunk screw holes. Spring hinges (2000 dozen) 4″ and 5″ double action, black japanned. Tender No. 9/CS/64-65 TRAD, bid deadline Nov. 10. People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

TANGANYIKA—All type of tools, builders' and furniture hardware. Prices must be competitive; quotations preferably cif, Dar es Salaam. Direct purchase and agency for chain of co-operative unions' wholesale and retail depots. Requests replies from manufacturers. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

344 Fabricated Structural Metal Products

ISRAEL—Gas cylinders made of light-weight material, suitable for storing carbon dioxide. Must withstand pressure test of 250 ATM. Requests prompt offers, catalogs, price lists. Egon Bergheim (importer), 19 Haatzmauth Rd., P.O. Box 266, Haifa. WTD 6/26/64.

345 Screw Machine Products

● **BURMA**—Varying quantities of cup head square neck bolts and nuts, mushroom slotted head bolts and nuts. Tender No. 8/CS/64-64/TRAD, bid deadline Nov. 9. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated Metal Products

AUSTRALIA—Valves, specialties for steam, water, oil, air. M. E. Mack & Co. Pty. Ltd. (importer, manufacturer, distributor), 43 Carrington Rd., Box Hill, Victoria. WTD 4/10/64.

● **MOZAMBIQUE**—Supply of 27 railroad switches. Tender No. A/CFB/1/1-150/1964, deadline Nov. 30. Servico de Armazens do C.F.B., Direccao de Exploracao do Porto e Caminhosde Ferro da Beira, Caixa Postal 1399-Beira, Mozambique. Drawings may be obtained from the Office of the Beira Storekeeper on payment of US$5.22, exclusive of postage. Interested bidders must make a provisional deposit of US$870 or produce a bank guarantee for this amount. Specifications and drawings are available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C., 20230.

SWEDEN—Valves, watering equipment. Direct purchase and agency. Armatur- & Bevattnings AB Olle Akerberg (importers, wholesalers, sales agents), Vallingbyvagen 154, Vallingby. WTD 7/31/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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351 Engines, Turbines

● **IRAQ**—Supply and delivery of six marine propelling type diesel engines for twin screw motor launches, 172 BHP at 1800 rpm with auxiliaries. Tender No. 134/64, bid deadline Nov. 5. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

353 Construction Machinery

GERMANY—Conveyors, accessories, spare parts. Requests replies from manufacturers only; cif European ports. Walther Flender GmbH (wholesaler, agent, importer), 85 Hildener Strasse, 4 Duesseldorf-Benrath. WTD 8/18/64.

● **GREECE**—Four or five earthmoving scrapers, four wheel type, 6.5 to 7.5 cu. yd. struck capacity; four or five earthmoving scrapers, four wheel type, 8 to 9 cu. yd. struck capacity; all cable controlled, and recommended list of spare parts. Tender No. B/611/64, bid deadline Nov. 11. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

● Quantity (3 to 5) of four-wheel tractor and two-wheeled elevating type earthmoving scraper combinations, approx. 5-8 cu. yd. heaped capacity. Diesel tractor of not less than 100 continuous horsepower; recommended list of spare parts. Tender No. B/610/64, bid deadline Nov. 11. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

JAPAN—Side gripping portable lift equipment; capacity 110-200 lb.; to be used for carrying cartons, boxes, crates, allied light cargo in stores or warehouses; must be portable, with side arms that grip both sides of cargo. Fuso Trading Co. Ltd. (Fuso Boeki K.K.) (importer), P.O. Box 11, Central, Tokyo. WTD 4/30/64.

● **TAIWAN**—One 1-ton push button operated hoist, lifting height six meters. Tender No. GFD-19776(J), bid deadline Nov. 7. Purchasing Dept., Central Trust of China 49, Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-5589).

354 Metalworking Machinery

AUSTRALIA—Machine tool accessories; measuring equipment. Direct purchase and agency. Ferrocast Engineers Supplies Pty. Ltd. (importer, distributor), 170 Cardigan St., Carlton, Victoria, Australia. WTD 4/17/64.

JAPAN—Complete line automated production machines, machine tools, related equipment, for manufacturing aluminum or steel air duct outlets size 6″ x 12″ or larger. Fuso Trading Co. Ltd. (Fuso Boeki K.K.) (importer), P.O. Box 11, Central, Tokyo. WTD 4/30/64.

355 Special Industry Machinery

AUSTRALIA—Dairy products machinery, equipment. Direct purchase and agency. Mobile Industrial Equipment Ltd. (importer, wholesaler, manufacturer), 410-422 Whitehorse Rd., Mitcham, Victoria. WTD 5/8/64.

BRAZIL—Pulp mill bleaching equipment: electrolytic equipment for producing 10 tons of chlorine and 2 tons 50% hydrogen peroxide per day; instruments for control of bleaching process. Suppliers should state financing facilities. Celulose Cambara S/A (pulp manufacturer), 40 Travessa F. de Leonardo Truda, Edificio Formac—10° andar Porto Alegre, RGS. WTD 5/14/63.

● **CEYLON**—Four automatic machines for producing chain link fences, one to two meters wide with mesh 10-20 mm, 20-50 mm and 50-100 mm square. Bid deadline Nov. 15. Chairman, Ceylon Steel Corp., Athurugiriya.★ (Telephone: 202-WO 7-5589).

● **EL SALVADOR**—One paper cutter. Tender No. 154 (64), bid deadline Oct. 26. Specifications available in Spanish only. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-5589).

HONG KONG—Bakery machinery, equipment. Requests replies from manufacturers. China Overseas Trading Co. (importer, exporter), 502 Hing Wai Bldg., P.O. Box 2620, Hong Kong. Cable: MIHSIAO Hong Kong. WTD 7/16/59.

● **INDIA**—48 Portable electric, circular saws, 24 with 9″ to 10″ blades; 24 with 7″ to 8″ blades. Tender No. 746/Beas/PR/51310/W-18467/Global, bid deadline Nov. 9. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur, India. Copies of tender available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. (Ref. D/Enq/1280).★ (Telephone: 202-WO 7-5589).

● Two acetylene generators for oxy-acetylene welding and cutting, delivery 50 cu. ft. per hour. Tender No. 754/Beas/PR/53925/W-

18503, bid deadline Nov. 27. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township., Dist. Hoshiarpur. Copies of tender available from India Supply Mission, (Ref. D/Enq/1281), 2536 Massachusetts Ave. NW., Washington, D.C., 20008.★ (Telephone: 202-WO 7-5589).

● **IRAN**—Complete machinery and spare parts for fruit and vegetable cannery. Bid deadline Nov. 7. The Industrial & Mining Companies, Ministry of Economy, Tehran.★ (Telephone: 202-WO 7-5589).

● **NEW ZEALAND**—One road line marking machine for spraying all types of traffic paint, with 2", 3" and 4" widths. Tender No. SMQ 3820, bid deadline Oct. 27. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of tender available from New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C., 20036.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Numbering machine for use in printing industry. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

THAILAND—Letter-press printing machines, offset printing machines, sizes 21½" x 15½" or 31" x 21½"; printing accessories. Direct purchase and agency. WTD 9/28/64. Sino-Siamese Press Co. Ltd. (importer, printer), 78-80 Soi Burirom 2, Boriphat Rd., Bangkok.

356 General Industrial Machinery

● **INDIA**—One vertical, centrifugal single stage pump, 300 imperial gallons per minute, 260 foot head. Tender No. AEE/P/CAP/9561, bid deadline Nov. 3. Government of India, Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Two stainless steel microfilters with shell and filter elements, with replacement filter elements (two, 40 microns and two, 5 microns). Tender No. AEE/P/CAP/9559, bid deadline Nov. 9. Atomic Energy Establishment Trombay, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Three triplex pumps, capable of delivering 30 to 35 imperial gallons of muddy water per minute. Tender No. 779/Beas/PR/51145/N-71, bid deadline Nov. 16. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township, Dist. Hoshiarpur. Tenders available from India Supply Mission (Ref. D/Enq/1291), 2536 Massachusetts Ave. NW., Washington, D.C., 20008.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—65 single stage centrifugal pumps with diesel engines, 25 80-100 imperial gallons per minute and 40 40-50 imperial gallons per minute. Tender No. 10, bid deadline Dec. 15. Directorate General of Rural Affairs, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-5589).

NEPAL—Ammonia compressors: 6" bore x 6" stroke, three; 5" x 5", one; all monobloc, twin cylinder, 600 r.p.m., for 5°F. evaporating temperature and 86° condensing; for cold storage project. Requests catalogs, quotations cif Calcutta. Kunj Behari & Co. (cold storage), Ram Nikunj, Putali Sadak, Kathmandu.

NETHERLANDS—Packaging machines, tape-dispensers, labelling machines, label gluing machines, dispensers for self-adhesive labels, vacuum packing machines. N.V. Industrie Fabrikage en Handelmaatschappij Essor (importer, wholesaler, manufacturer), 85 Graafstroomstraat, P.O. Box 6092, Rotterdam. WTD 10/3/63.

● **SUDAN**—Four water lubricated type turbine pumps, 2000-3000 gallons per hour capacity. Bid deadline Nov. 9. The Sudan Gezira Board Supplies Dept., Barakat Headquarters, Barakat.★ (Telephone: 202-WO 7-5589).

● **UAR**—Two diesel engine driven air compressors, 600 cu. ft. per minute capacity at 100 lb. per square inch. Bid deadline Nov. 3. The General Organization for Industrialization, (Coal Project), 6 Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

358 Service Industry Machines

● **INDIA**—Supply of 107 portable electrically driven vacuum cleaners capable of displacing 50 C.F.M. on 200-250 v. DC or AC single phase 50 c/s. Tender No. P/SMH-5/2024/039A/I, bid deadline Dec. 9. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender terms and specifications are available at $2.10 per copy from India Supply Mission, (Ref. D/ENQ/1318) 2536 Massachusetts Ave. NW., Washington, D.C., 20008.

UAR—Refrigerated display cases for foods and meats. Dr. Hadi Maghrabi, Under Secretary, Ministry of Supply (Government agency), Safia Zaghloul St., Cairo.

361 Electric Transmission, Distribution Equipment

● **BURMA**—Supply of one each of H.F. spectrum analyzer, U.H.F. signal generator, digital frequency meter, counter. Tender No. 10W (64-5), bid deadline Nov. 2. The Director-General, Posts & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Regulators, regulation equipment for refrigerators, refrigerating installations. Rolesco (importer, dealer), 71 Ave. de Villiers, Paris 17e. WTD 6/29/64.

● **KOREA**—Supply of two 69 kv, 1200 amp., outdoor type oil circuit breakers; two 15 kv, 1200 amp. oil circuit breakers; five 69 kv, 1200 amp. disconnecting switches; four 15 kv, 2000 amp. indoor disconnecting switches; miscellaneous metering and relay equipment. Tender No. KFX-4094-S, bid deadline Oct. 23. Office of Supply, Government of the Republic of Korea, Seoul. Copies of specifications available for review in Korean Consulate General offices, 9 E. 80th St., New York; 3500 Clay St., San Francisco. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

● Supply of one 3 phase, 60 cycle, 6000 kva, outdoor type transformer; one 69 kv. 1200 amp. oil circuit breaker; three 69 kv, 1200 amp. disconnecting switches; associated metering equipment. Tender No. KFX-4093-S, bid deadline Oct. 31. Office of Supply, Government of the Republic of Korea, Seoul. Copies of specifications available for review in Korean Consulate General offices, 9 E. 80th St., New York, 3500 Clay St., San Francisco. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division. BDSA-6430, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

● **PHILIPPINES**—Supply of one—20.000 kva, 3-phase, 60 cycle transformer. Tender No. Sp. 64DDe-6, bid deadline Nov. 12. National Power Corp., 161 Bonifacio Drive, Port Area, Box 2123, Manila. Copy of specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **ECUADOR**—Supply and install one diesel-generating set, 120 kw, 220/127 v., three phase, 60 cycle, 900 rpm, with switchboard and connecting cable. Bid deadline Nov. 6. The Secretaria, Instituto Ecuatoriano de Electrificacion, Ave. 10 de Agosto 817, Quito. One copy of specifications in Spanish available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO-7-4242).

● **SUDAN**—One 300 amp. diesel engine double operator arc welding set. Contract No. 3117, bid deadline Nov. 11. Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-5650).

● **TURKEY**—Supply one diesel generator set, 20 kw, 3 phase, 220/380 v., 50 cycle with automatic voltage regulator, also switchboard. Tender No. 64-13T-60. bid deadline Oct. 23. Machinery & Supply Dept., General Directorate of State Hydraulic Works, Ankara. One copy of specifications available for review only in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

363 Household Appliances

FRANCE—Electric fans. Direct purchase and agency. Robert Antonelli (consulting engineer), 17 Rue Yvonne, Bondy (Seine). WTD 9/3/64.

SOUTH AFRICA—Equipment as fully automatic as possible for separation of egg white from yolk; operation should include breaking of egg shell for removal of contents. The Cape Egg Circle Co-op. (Pty.) Ltd. (egg and poultry merchant), P.O. Box 23, Kraaifontein, Cape Province. WTD 9/15/64.

TANGANYIKA—Electric and non-electric applinaces for domestic and other usage; moderate price range. Direct purchase and agency for chain of wholesale and retail depots run by co-operative unions. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (CASATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

364 Electric Lighting, Wiring Equipment

● **IRAQ**—Supply of miscellaneous lamp holders, tumbler switches, outlet sockets and plug adaptors. Tender No. 141/64, bid deadline Nov. 12. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

● **TRINIDAD, W.I.**—Supply of 2000 fluorescent street lighting fixtures complete with each fixture having two 20 watt lamps and quick start ballast. Tender No. 890, bid deadline Nov. 30. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

VENEZUELA—Auto radios, spare parts for same. Direct purchase and agency. Sr. Lionel M. Rodriguez Luque, Radio Martinez (importer, retailer), Calle 78 No. 20-18, Maracaibo. WTD 9/16/64.

366 Communication Equipment

FRANCE—Machine to reproduce in electrostatic process. Direct purchase and agency.

Parco s.a. (importer, dealer), 111 Rue de Longchamp, Paris 16e. WTD 8/28/64.

● **GREECE**—Supply of one semi-automatic telegraph exchange at an estimated cost of $35,000. Tender No. 6356, bid deadline Oct. 29. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **INDIA**—Supply of intercommunication telephone system and spare parts for installation on oceangoing cargo vessel. Tender No. CSP/Eng./14290/VC-159-161/9793, bid deadline Nov. 9. The Controller of Stores, Hindustan Shipyard, Ltd., Visakhapatnan 5, Andhra.★ (Telephone: 202-WO 7-4823).

SWEDEN—Radar equipment, all kinds. Direct purchase and agency. Magnetic AB (importer, sales agent), Box 11060, Bromma 11. WTD 7/24/64.

TURKEY—Broadcast transmitters, 3, complete with accessories: one 300 kw. long wave, one 300 kw. medium wave, one 250 kw. short wave. Requests replies from manufacturers. Turkiye Radyo-Televizyon Kurumu (government agency), Teknik Isler Amirligi, Ankara.

367 Electronic Components, Accessories

AUSTRALIA—Electronic components for industry. Direct purchase and agency. Ascoy Division of Overseas Corp. (Australia) Ltd. (importer, wholesaler, manufacturers' representative), 597 Little Collins St., Melbourne, C.1., Victoria. WTD 4/17/64.

FRANCE—Electronic equipment, parts for nuclear, aeronautical, space industries. S.P.I.A.—Societe des Produits pour l'Industrie & L'Agriculture (importer, dealer), 11 Rue de Provence, Paris 9e. WTD 9/23/63.

GERMANY—Electronic components, special resistors, potentiometers, condensers, lamps. Requests replies from manufactures only; cif European ports. Direct purchase and agency. Winfried Labudda GmbH (agent, importer), 149 Bismarckstr., 565 Solingen. WTD 8/28/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 10,000 dry cell batteries (1.5V) for telephone use. Bid deadline 2 p.m. Oct. 27, tender No. 11P(64-5). The Director-General, Posts & Telegraphs, Burma, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-5345).

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Accessories for construction of heavy semitrailers, trucks; fittings for water and fuel truck mounted tanks. Quotations cif New York or Baltimore. Emil Suer (importer, wholesaler), Postfach 426 or 40 Menninghauser Strasse, 5630 Remscheid-1. WTD 8/28/64.

NETHERLANDS—Automotive parts of all types. Requests replies from manufacturers only. Nova Nederland N.V. (importer), Huygenspark 17, The Hague. WTD 8/26/64.

SWEDEN—Automotive parts, accessories, equipment. Direct purchase and agency. Hesselman Bil-Aero AB (importer, wholesaler, manufacturer, exporter, sales agent), Elektravagen 29, Fack, Stockholm 42. WTD 7/30/64.

372 Aircraft, Parts

FRANCE—Small airplanes. Aero Club du Touquet, Le Touquet (Pas-de-Calais). WTD 8/14/64.

SWEDEN—Aircraft parts, accessories, equipment. Direct purchase and agency. Hasselman Bil-Aero AB (importer, wholesaler, manufacturer, exporter, sales agent), Fack, Stockholm 42. WTD 7/30/64.

374 Railway Equipment

● **INDIA**—supply of 4 sets of power generation, air conditioning and train lighting equipment for 4 broad gage air conditioned express rail car sets. Worldwide tender No. G.P. 36 of 1964, deadline Oct. 30. Director, Railway Stores, Railway Board, New Delhi. Tender Documents may be obtained from the India Supply Mission (Ref. D/ENQ/1306), 2536 Massachusetts Ave. NW., Washington, D.C., 20008 for $5.25 each. Specifications and drawings are available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C., 20230.

381 Laboratory, Engineering, Scientific, Research Instruments

● **AUSTRALIA**—One rubidium gas cell frequency standard, providing standard outputs of 5MC/s, 1MC/s, 100KC/s; 2 sets of spare electron tubes, transistors, and/or diodes; must be suitable for operation from a 230V, 50 c/s single phase supply with provision for changeover to external batteries. Tender No. C9666, bid deadline Nov. 26. The Controller, Stores & Contracts, Postmaster-General's Dept., 7th floor, 114 Russell St., Melbourne, C.1., Victoria.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Steering compass for motor car-ferry 2 x 520 BHP; four units, together with stands; liquid type; 200 m.m. card diameter, with magnifying glass(es). Tender No. 3001-591, bid deadline Nov. 2. Malzeme Mudurlugu, Denizcilik Bankasi T.A.D., (Material Purchasing Dept., Turkish Maritime Bank), Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2939).

● Supply of geophysical laboratory equipment including but not limited to: electromagnetic modelling equipment, resistivity and induced polarization modelling equipment, resistivity and induced polarization laboratory equipment, electromagnetic modelling equipment. Tender No. 64-13T-56, bid deadline Nov. 6. D.S.I. Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi (Machinery & Supply Dept., General Directorate of State Hydraulic Works), Ankara.★ (Telephone: 202-WO 7-2939).

● Supply of laboratory equipment including but not limited to: polariscopes, babinet compensator, plastic annealing electric oven, ultrasonic material tester, deformator arparatus. Tender No. 64-12L/T-34, bid deadline Oct. 26. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

JAPAN—Torque wrench testers; capacity, 140 kg./meter, equivalent to 1000 ft./lb.; scale division, 2 ft./lb. or 5 ft./lb.; power, electric motor. Fuso Trading Co., Ltd. (Fuso Boeki K.K.) (importer), P.O. Box 11, Central, Tokyo. WTD 4/30/64.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 300 iron bedsteads, 2 wheels, with galvanized sheets; 100 iron bedsteads, 4 wheels, with rising handle; 1000 spare springs for bedsteads. Tender No. 1632/D&ID, bid deadline Oct. 31. The General Manager, Drugs & Instruments Dept., People's Stores Corp., 189/191 Maha Bandoola St., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Heels, walking types, for use with casts. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cite Trevise, Paris 9e. WTD 8/12/64.

Surgical, medical, laboratory apparatus, particularly those not currently in use in France. Ets. Christophe (manufacturer, importer, dealer), 1 Rue Jacques Coeur, Paris 4e. WTD 7/10/64.

GERMANY—Specialties of surgical dressing and bandage industry. Kaiserslauterner Verbandstoff Fabrik Emil Bender GmbH (manufacture), 4 Gersweilerweg, 675 Kaiserslautern. WTD 9/25/64.

● **VIET-NAM**—Varied assortment of dental instruments and supplies including but not limited to forceps, spatulas, needles, cement, drills. Tender No. 1483-21094, bid deadline Oct. 30. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

HONG KONG—High-powered slide projectors; slide changers to be used for advertising purposes. Requests replies from manufacturers. Latin Quarter Ltd. (night club, restaurant), Burlington House, 90-94 Nathan Rd., Kowloon. Cable: SARH Hong Kong. WTD 9/18/64.

● **TURKEY**—16-mm. reflex type hand movie camera to operate by an 8 v. electromotor, have an optical axis to use three objectives: amplifier, accessories. Tender No. 64-12L/T-26, bid deadline Nov. 5. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

391 Jewelry, Silverware, Plated Ware

HONG KONG—Polished diamonds, not in settings; requests replies from diamond cutters, manufacturers, exporters. Yu Kee Co. (importer, wholesaler), 8 Green Lane, 1st Floor, Happy Valley. WTD 7/25/63.

394 Toys, Amusement, Sporting Goods

FRANCE—Sporting goods of all categories, amusement and outdoor games, including equipment and articles for sea resorts (badminton, swimming floats, inflatable rubber boats, hand balls). Camping equipment, such as air mattresses of vinyl, rubberized fabrics, other fabrics; sleeping bags, single or double; plastic ground cloth; other camping items. Direct purchase and agency. Requests replies in French with price lists from manufacturers only. L. Moinereau (Etablissements) (wholesale dealer), 33ter Rue du Maréchal-Leclerc, Niort, Deux-Sèvres. WTD 9/24/64.

Sports equipment: tennis rackets, skis, games. Direct purchase and agency. Lavecire France (manufacturer, dealer), 31 Rue Pasteur, Neuilly-Plaisance (Seine & Oise). WTD 8/11/64.

395 Pens, Pencils, Office, Artists' Material

FRANCE—Artists' paints, all kinds. Direct purchase and agency. Lavecire France (manufacturer, dealer), 31 Rue Pasteur, Neuilly-Plaisance (Seine & Oise). WTD 8/11/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Metal eyelets for shoe industry. Direct purchase and agency. Ets. R. Richoux (importer, dealer), 22 Cité Trévise, Paris 9e. WTD 8/12/64.

TANGANYIKA—Fancyware, gifts, new notions, novelties. Direct purchase and agency for chain of wholesale and retail depots run by co-operative unions. Commercial Manager, Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

399 Manufacturing Industries

SWEDEN—Medium-priced small-sized gift articles, non-electrical. Particularly interested in new type products. Bröderna Ivarsson AB (wholesaler, manufacturer), Osby. WTD 7/31/64.

505 Farm Products: Livestock

FRANCE—Live horses in good sanitary condition, such as farm horses no longer suitable for service, for slaughtering and human consumption in France. Direct importation in lots of 400 to 500 animals, up to a total of approx. 10,000 live horses during calendar year 1965. Requests replies and quotations in French or Spanish from well-established exporters only. Potential exporters should consult the Animal Inspection Quarantine Division, U.S. Department of Agriculture, Hyattsville, Md., for applicable shipping regulations. Marino Bondi (importer, exporter, wholesaler), 17 Chemin de la Glacière, Toulouse, Haute-Garonne. WTD 9/24/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

145 Clay, Ceramic, Refractory Minerals

FRANCE—High quality refractory ores. Denain-Anzin (manufacturer, wholesaler), 12 Rue d'Athenes, Paris 9e. WTD 8/28/64.

201 Meat Products

FRANCE—Canned meat. Finepic (importer, dealer), 164 Rue de Charonne, Paris 11e. WTD 8/12/64.

SYRIA—Canned chicken. Requests replies from producers. Exclusive representation. Khalil Batareikh (importer, wholesaler), P.O. Box 130, Damascus. WTD 9/15/64.

202 Dairy Products

FRANCE—Preserved butter, milk. Finepic (importer, dealer), 164 Rue de Charonne, Paris 11e. WTD 8/12/64.

203 Canning, Preserving Foods

FRANCE—Canned vegetables, fruits, shell fish. Finepic (importer, dealer), 164 Rue de Charonne, Paris 11e. WTD 8/12/64.

206 Sugar

FRANCE—Sugar, cane. Finepic (importer, dealer), 164 Rue de Charonne, Paris 11e. WTD 8/12/64.

207 Confectionery

FRANCE—Preserved confectionery products. Finepic (importer, dealer), 164 Rue de Charonne, Paris 11e. WTD 8/12/64.

220 Textile Mill Products

SOUTHERN RHODESIA—Textile piece goods, all kinds. United Artists (Pvt.) Ltd. (manufacturers' agents), P.O. Box 1828, Bulawayo. WTD 6/3/64.

225 Knitting Mills, Products

FRANCE—Summer shirts, knit; socks, fancy hose. Ets. V. de V. (manufacturer, importer), 22 Rue Drouot, Paris 9e. WTD 7/10/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's sports clothing such as snow-coats, ski-pants, play garments. Ets. V. de V. (manufacturer, importer), 22 Rue Drouot, Paris 9e. WTD 7/10/64.

238 Apparel, Accessories

FRANCE—Boating apparel, women's sportswear, including waterproof garments. Ets. V. de V. (manufacturer, importer), 22 Rue Drouot, Paris 9e. WTD 7/10/64.

262 Paper Mills, Products

SYRIA—Writing paper, newsprint, wrapping paper. Requests replies from manufacturers. Khalil Batareikh (commission agent), P.O. Box 130, Damascus. WTD 9/15/64.

Writing paper, newsprint, wrapping paper. Requests replies from manufacturers. Representation on commission basis. Joseph Massad (commission agent), P.O. Box 2434, Damascus. WTD 9/15/64.

263 Paperboard Mills, Products

SYRIA—Paperboard for boxes. Requests replies from manufacturer only. Joseph Massad (commission agent), P.O. Box 2434, Damascus. WTD 9/15/64.

Paperboard for boxes. Requests replies from manufacturers. Representation on commission basis. Khalil Batareikh (importer, wholesaler), P.O. Box 130, Damascus. WTD 9/15/64.

266 Building Paper, Board Mills

NIGERIA—Wall board, allied products. Requests quotations cif Lagos from manufacturers or suppliers. A. Brunnschweiler & Co. Ltd. (importers, wholesalers, manufacturers' representatives), 31 Balogun St., P.O. Box 3104, Lagos. WTD 9/15/64.

283 Drugs

SYRIA—Pharmaceutical preparations, antibiotics, for human use; penicillin preparations with other active ingredients. Requests replies from manufacturers. Interested in exclusive representation. Sirgi & Co. (importer, wholesaler), 29 Ayar St., Damascus. WTD 9/15/64.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

SYRIA—Cosmetics, all types. Requests replies from manufacturers. Commission representation. Maurice H. Demirdjian (commission agent), 35 Chouhada, Kuweit St., Damascus. WTD 9/24/64.

285 Paints, Varnishes, Lacquers

FRANCE—Paints to be used in public works, in building and machine maintenance. Renaudin & Cie. (manufacturer), 77 Bld. Rabateau, Marseille (Bouches du Rhone). WTD 6/29/64.

301 Tires, Tubes

SYRIA—Pneumatic tires, tubes for trucks; sizes 1100 x 20, 1200 x 24, 16 and 18 ply. Malki & Co. (importer, wholesaler), P.O. Box 2786, Damascus. WTD 9/16/64.

307 Plastic Products

NIGERIA—Floor and acoustic tiles, allied products. Requests quotations cif Lagos, catalogs, specifications, from manufacturers or suppliers. A. Brunnschweiler & Co. Ltd. (importers, wholesalers, manufacturers' representatives), 31 Balogun St., P.O. Box 3104 Lagos. WTD 9/15/64.

322 Glass, Glassware

AUSTRALIA—Glassware (strong) for use in institutions such as motels, restaurants, hospitals. John Hall Pty. Ltd. (manufacturers' representative), 100-108 Boundary St., Brisbane, Queensland. WTD 2/28/64.

NORWAY—Glass fiber mats for reinforcing polyester manufactures, especially for pleasure and life boats, corrugated sheets. Erichsen & Langseth A/S (manufacturers' agent), 4 Klingenberggaten, Oslo. WTD 9/25/64.

SYRIA—Laboratory glassware. Desires exclusive representation. Requests replies from manufacturers. Abdel-Sattar Koudmani, (importer, wholesaler), P.O. Box 1017, Damascus. WTD 2/11/64.

331 Steel Mill Products

SYRIA—Tinplate sheets—prime coke. Requests replies from manufacturers. Exclusive representation. Khalil Batareikh (importer, wholesaler), P.O. Box 130, Damascus. WTD 9/15/64.

344 Fabricated Structural Metal Products

NIGERIA—Roofing materials. Requests quotations cif Lagos, catalogs, literature from manufacturers or suppliers. A. Brunnschweiler & Co. Ltd. (importers, wholesalers, manufacturers' representatives), 31 Balogun St., P.O. Box 3104, Lagos. WTD 9/15/64.

351 Engines, Turbines

ECUADOR—Gas turbines, over 500 kw. Edco S. A. (importer), P.O. Box 2723, Quito. WTD 9/21/64.

354 Metalworking Machinery, Equipment

NORWAY—Presses, hydraulic pneumatic, suitable for shipyards, heavy industry. A/S Aero-Electric (importer, wholesaler, manufacturers' agent), 7B Raadhusgaten, Oslo. WTD 6/4/64.

357 Office, Computing, Accounting Machines

FRANCE—Automatic adding, accounting, computing machines; cash registers or recorders, related equipment, including calculators, comptometers, all makes and models, preferably types and categories not currently sold in France. Requests replies in French from manufacturers and exporters only. Robert Brunet (retailer), 18 Rue Repond, Bordeaux, Gironde. WTD 6/19/64.

361 Electric Transmission, Distribution Equipment

ECUADOR—Plug and cartridge fuses; fuse links; under 2300 v. Power and distribution transformers; feeder-voltage boosters; induction voltage regulators; current limiting reactors; instrument, meter, tripping transformers. Busduct; circuit breakers; cutouts; busduct fittings; meter mounting equipment; panelboards; switchboards; switches; all 1200 v. and under. Circuit breakers; connectors; controls; cubicles; power and distribution fuses; circuit reclosers; regulators; relays; resistors; stock coils; switchboards; switches, switching equipment; all over 1200 v. Edco S. A. (importer), P.O. Box 2723, Quito. WTD 9/21/64.

362 Electrical Industrial Apparatus

ECUADOR—Generator sets, Diesel, dual-fuel and gasoline-engine driven. Edco S. A. (importer), P.O. Box 2723, Quito. WTD 9/21/64.

363 Household Appliances

SOUTHERN RHODESIA—Household electrical appliances. United Artists (Pvt.) Ltd. (manufacturers' agents), P.O. Box 1828, Bulawayo. WTD 6/3/64.

365 Radio, Television Receiving Sets

AUSTRALIA—All types of radio, phonograph or combination sets; new, brand name products. Alfred's Emporium Pty. Ltd. (importer, retailer, agent), 540 Hay St., Perth, Western Australia. WTD 7/17/64.

381 Engineering, Laboratory, Scientific Research Instruments

FRANCE—Detection devices for permanent gases (CO, ammonia, H2S, SO2, CO2). Ets. Rotalex (importer, dealer), 43 Bld. Malesherbes, Paris 8e. WTD 7/22/64.

384 Surgical, Medical, Dental Instruments and Supplies

SYRIA—Blood transfusion equipment. Desires exclusive representation. Requests replies from manufacturers. Abdel-Sattar Koudmani (importer, wholesaler), P.O. Box 1017, Damascus. WTD 2/11/64.

394 Toys, Amusement, Sporting, Athletic Goods

SOUTHERN RHODESIA — Amusement games, including adult types; sporting goods. United Artists (Pvt.) Ltd. (manufacturers' agents), P.O. Box 1828, Bulawayo. WTD 6/3/64.

396 Costume Jewelry, Novelties

SYRIA—Costume novelties for women and children. Requests replies from manufacturers only. Khalil Batareikh (commission agent), P.O. Box 130, Damascus. WTD 9/15/64.

Leads for Importers

203 Canning, Preserving Foods

MOROCCO—Fruit and vegetable canner wishes to sell capers in brine, all sizes and varieties, in 70 and 220 kilos wood or metal kegs. Mohammedia-Conserves, Boite Postale 512, Mohammedia. WTD 9/24/64.

229 Textile Goods

UGANDA—Manufacturer desires to export baler twine. Dayalbhai Madanji & Co. Ltd., P.O. Box 111, Jinja. WTD 2/4/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's ready-made blouses, dresses. INGWA-Konfektion AB (importer, exporter, wholesaler, manufacturer), Jakobsbergsgatan 33, c/o Warnander AB, Stockholm. WTD 7/29/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

SWEDEN—Veneer woods. Skandinavisk Traimport AB, Fack, Stockholm 37. WTD 8/11/64.

289 Chemical Products

MOROCCO—Manufacturer wants to sell natural essential oils; rose geranium and eucalyptus. Les Huiles Essentielles Marocaines, Tiflet. WTD 9/23/64.

307 Plastic Products

FRANCE—Household plastic articles including lastic laces and napkins. Sodiprom—Societe de Diffusion de Produits Metallurgiques & Plastiques (Manufacturer), 34 Rue Yves Kermen, Boulogne-Billancourt (Seine). WTD 8/8/63.

323 Glass Products

SWEDEN—Glass mosaics, all kinds. Ingenjor Tage Mannerhall AB, Morrorsgatan 10, Linkoping. WTD 7/27/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

VIET-NAM—Stock available of raw graphite: 100,000 metric tons. Samples and quotation will be sent to U.S. inquirers upon request. Cathay Trading, 25 duong Pasteur, Saigon. WTD 9/24/64.

361 Electric Transmission, Distribution Equipment

SWEDEN—Electrical measuring instruments, transformers and generator equipment. Magnetic AB, Box 11060, Bromma 11. WTD 7/24/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Sept. unless marked otherwise.

American Firms, Subsidiaries and Affiliates—Morocco.
American Firms, Subsidiaries and Affiliates—Sweden, June.
Architects, Builders, Contractors and Engineers—Thailand. July.
Beverage, Non-alcoholic Manufacturers—Netherlands Antilles.
Boot and Shoe Manufacturers—United Arab Republic.
Business Firms—Cameroon.
Business Firms—Kenya, July.
Business Firms—Mauritania.
Chemical Importers and Dealers—Norway.
Confectionery Importers, Dealers and Manufacturers—Hong Kong, August.
Cooperage and Container Importers and Dealers—Iran, August.
Curio, Novelty and Handicraft Manufacturers and Exporters—Australia.
Feedstuff Importers, Dealers and Manufacturers—Finland.
Hardware Importers and Dealers—Netherlands Antilles.
Hide, Skin and Fur Wholesalers—Morocco, August.
Household Appliance Importers and Dealers—Austria, July.
Household Appliance Importers and Dealers—Uruguay.
Machine Tool, Die, other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Iraq.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Honduras.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Syria, July.
Machinery and Equipment, Except Electrical Importers and Distributors—Algeria, August.
Machinery and Equipment, Except Electrical Importers and Distributors—Dominican Republic.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Boliva.
Mining Companies and Exporters of Ores—Republic of South Africa, July.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Turkey.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Turkey.
Petroleum Product Importers, Dealers, Producers and Refiners—Portugal.
Plastic Material Importers, Dealers and Manufacturers—Chile.
Plastic Material Importers, Dealers and Manufacturers—Pakistan, August.
Printers, Lithographers, Engravers and Publishers—Ecuador, July.
Provision Importers and Dealers—Australia, August.

Construction Projects

AUSTRALIA—(1£ = US $2.24). Australia's biggest power station, to cost £100 million ($224 million), is to be built in the Hunter River Valley of New South Wales. It will have four generating units, each with a capacity of 500 megawatts. The first unit will go into service in 1971.

The State Minister for Local Government said that work would be started immediately on preparing the site for power station at Liddell, a coal mining and farming area between the towns of Muswellbrook and Singleton. The demand for electricity in NSW is growing at a rate of almost 11% a year. By 1975 the power station would consume 5 million tons of coal a year. An artificial lake covering 2500 acres will be built to provide cooling water for the station. Write: Patrick Hills, State Minister for Local Government, Sydney, New South Wales.

The Minister for External Affairs, Paul Hasluck, has announced economic assistance plans totaling £A 1,064,000 for **road and bridge construction** in the Malaysian State of Sarawak. Under the program Australia will supply Sarawak with £A 475.000 worth of road building equipment and help build nine steel bridges on the Kuching-Siby road. The Bridges will be used in the project, which is expected to cost £A 589,000. Contracts for the design of the bridges and for foundation investigations have already been let.

EL SALVADOR—Improvements and expansion to **water supply systems** in 99 towns, sewage systems in eight towns and water supply and related sanitary works in 68 rural communities are being made possible as the result of a nearly $4½ million loan by the Inter-American Development Bank from the Social Progress Trust Fund. The borrower is the Administracion Nacional de Acueductos y Alcantarillados (ANDA) of San Salvador, an autonomous public service agency which is responsible for the nation's water supply and sewage services. Loan covers 69% of total cost of project, estimated at nearly $6½ million.

INDIA—(100 rupees = US$21.00). Humayan Kabir, the Minister of Petroleum & Chemicals, recently announced that $2,257.5 million would be expended for **petroleum development** in the Fourth Plan period. Of this amount, $472.5 million would be earmarked for **oil exploration** and $1.680 million for construction of **four refineries** which include the proposed Madras and Haldia refineries. Mr. Kabir also announced the government's decision to establish an Indian consultancy firm, Indian Engineers Ltd., in collaboration with Bechtel Corp. of the U.S., to develop domestic talent and technical skill in the petroleum industry. This firm will have a capitalization of Rs. 2 million ($420.000) with Bechtel Corp. contributing 49% and the Government of India 51%. Write: Ministry of Petroleum & Chemicals, New Delhi.

JORDAN—(1 Dinar = US$2.80). At a recent press conference dealing with Arab plans to divert the tributaries and the main waters of the Jordan River, Dr. Mohamad Ahamad Selim announced that a dam, to be known as the **Makhiba Dam** will be built at an estimated cost of $29 million. The structure, to be 70 meters high at the primary stage, will permit the development of a 200 million cubic meter reservoir. Tender for construction is pending approval of the project by Arab Heads of State. Write: Dr. Mohamad Ahmad Selim, Chairman of the Board for the Exploitation of the River Jordan Tributaries, Amman.

The Jordan Development Board has signed a contract with the Jordan Engineering Equipment Co., a local firm, to increase the capacity of the East Ghor Canal from 10 to 20 cubic meters per second. Under this contract the **canal** will be **enlarged** from the northern end to a point about 37 kms south. The project, estimated to require 14 months construction time, will cost JD101 000.

MALAYSIA—(M$100 = US$32.68). A newly formed company of Singapore and States of Malaya realtors has announced its intention to build a 20-story, modern, first-class **hotel** in Kuala Lumpur. Plans for the building have reportedly been submitted to the municipal architect for approval. Construction is expected to begin next year. **Write:** U.S. Embassy, Lee Wah Bank Bldg., Old Market Square, Kuala Lumpur.

The Housing & Development Board of the Government of Singapore will advertise for tenders for the **reclamation** of approximately 1000 acres of Foreshore from Bedok to Tanjong Rhu on the east coast of Singapore. The Board has established that sufficient material can be obtained from nearby local hills to produce the necessary earth. Dredging contractors interested in the project will have to establish for themselves whether sufficient suitable material within reasonable distance of the shore exists in order to accomplish this work by dredging. **Additional work on contract includes approximately six miles of sea-wall, five miles of drains, culverts, outfalls and subsidiary items.** Four years will be granted for completion of project. U.S. firms should write: Senior Civil Engineer, Housing & Development Board, P.O. Box 702, Singapore.

NIGERIA—(1£ = US$2.80). Contracts financed by USAID for the preparation of **feasibility reports** on a project **for improvement of arterial streets in Port Harcourt** have been awarded to two U.S. consulting firms. The economic feasibility report will be done by Wilbur Smith & Associates, Inc., Columbia, South Carolina and the engineering report by Sverdrup & Parcel & Associates, Inc., St. Louis.

SAUDI ARABIA—(100 riyals = US$20.00). The Ministry of Communications has announced that contractors desiring to participate in the Saudi Arabian 5000 kilometer **highway construction program** should submit their qualifications now, prior to tendering of second phase of program. Documents submitted to the Ministry of Communications should include description of firm's capabilities, projects completed, etc. Information about the US$331 million highway program was published in this column of the INTERNATIONAL COMMERCE issues of Jan. 20 and April 6, 1964. Back issues of INTERNATIONAL COMMERCE are available for review at the Department of Commerce Field Offices. For locations, refer to Field Office Directory in this issue.

SOUTH AFRICA—(1 rand = US$1.40). A new R17-million **nitrogenous fertilizer plant** is to be established by Fisons (Pty) Ltd. at Milnerton, Cape. The site adjoins the Caltex Refinery and Fisons will make fertilizers from the gases produced during the treatment of crude oil for the manufacture of petrol.

The plant will manufacture a minimum of 80,000 tons of nitrogen as anhydrous ammonia of which, during the first stage of the plant's development, a minimum of 50,000 tons per annum of nitrogen will be converted into approximately 250,000 tons of fertilizer.

About 65% of the capital involved will be spent in South Africa. Site work will commence Jan. 1; completion of the first stage is scheduled for late 1966.

The Johannesburg City Council has approved the R35-million **Carleton Centre Site** covering a four square block area in the heart of the city. The New York firm of architects, Skidmore, Owings and Merrill, has a contract with the Anglo American Corp. and S.A. Breweries, Johannesburg, to prepare architectural plans for the Centre. U.S. construction firms would be considered for the project, but association with South African companies would be desirable.

Libya issues invitation to bid on TV network

The Post & Telecommunications Dept., Tripoli, has issued tender No. 439 for the supply and installation of a short-wave, line-of-sight telecommunications network between Misurata and Benghazi. It is estimated that the system will comprise between 20 to 30 stations, with associated branch lines.

Specifications may be obtained from the Accounts Dept., Post & Telecommunications, Tripoli, Libya, against payment of $140.00 (L£50).

Bids are to be submitted by Dec. 7, to the President, Central Tenders Board, Ministry of Finance, Tripoli, Libya.

Visiting buyers and officials addendum

PAKISTAN—Mahmmad Khalid Sethi, representing Sethi Strawboard Mills Ltd., Rahwali, District Gujranwala, interested in **pulp, paper kraft 82″ reels for manufacturing corrugated cardboard; tissue paper 30″ reels for manufacturing carbon paper;** requesting technical information. Middle Oct. via New York for 4-6 weeks. c/o American Express Co., Inc., 65 Broadway, New York. Itinerary: New York, Washington, Baltimore, Chicago, Los Angeles, San Francisco.

Late Leads—Information received too late to be of value is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

BRAZIL—Joao Rodrigues dos Santos Neto, Director Vice-President, Casa Quirino Rodrigues S/A.—Exportacao e Importacao, Rua Cel. Joaquim Ribeiro, 15 Sobral-Ceara, interested in **exporting goat and sheep skins, hides, carnauba wax.** Oct. 22 via New York for 30 days. c/o Diplomat Hotel, 108 W. 43rd St., New York. Itinerary: New York, Boston.

ENGLAND—M. S. Berstein, Director, Embee (Builders' Merchants) Ltd., 41/43 Mount Pleasant Rd., Wallasey, Cheshire, interested in studying **latest developments in central heating field;** checking on **availability of components and controls for solid-fuel, gas and oil fired warm air and hydronic heating systems with view to direct purchase for distribution in U.K.** Here for two weeks. c/o Beverly Hotel, 125 E. 50th St., New York. Itinerary: New York.

FRANCE—Boyaval Leon, representing Aubry & Co. S.A., 38 Rue Fessart, Paris 19, interested in **visiting firms** in New York, Detroit and Chicago areas **engaged in cutting and embossing of metal parts for auto industry,** such as filters, radiators and gas tanks, using presses of a strength between 200-1000 tons. Oct. 28 via New York to Nov. 6. c/o The Plaza, Fifth Ave. & 59th St., New York (Oct. 28-31); Statler Hilton Hotel, 1565 Washington Blvd., Detroit (Nov. 1-3); The Drake, 140 E. Walton Pl., Chicago (Nov. 4-5). Itinerary: New York, Detroit, Chicago.

GERMANY—Christina Wachenfeld, representing Adilo-Werke, 42 Heinrich-Ehrhardt-Strasse, 4 Dusseldorf, interested in contacting U.S. manufacturers of **ladies underwear, nightwear.** Oct. 20 via New York for three weeks. c/o Harvard Club of New York City, 27 W. 44th St., New York. Itinerary: New York, Philadelphia, Chicago, Dallas.

Roland Wachenfeld, representing Hugo Wachenfeld, 78a Schanzenstrasse, 4 Duesseldorf-Oberkassel, manufacturers, importers and exporters of materials used in foundries and steel mills, interested in: contacting U.S. suppliers of **raw materials** and manufacturers of **machinery for ferrous metal industries;** processes and licenses. Oct. 20 via New York for three weeks. c/o Harvard Club of New York City, 27 W. 44th St., New York.

Itinerary: New York; Philadelphia; Pittsburgh; Cleveland and Canton, Ohio; Chicago; Madison, Wis.; Spokane.

Ernst Fr. Weinz, representing Ernst Fr. Weinz—WEKA, Idar-Oberstein 2, Auf der Bilz, interested in **contacting U.S. firms interested in purchasing WEKA's products: precision tools and parts for scientific and technical use** made of extremely hard materials such as diamond, sapphire, etc. Specialty: high-efficiency twist-pegs for false-twisting in textile industry. Here for 3-4 weeks. c/o Aldshir Manufacturing Co. Inc., 111 Lakeview Ave., Tuckahoe, New York. Itinerary: Chicago; Milwaukee; Boston and Lowell, Mass.; Warwick, R.I.; New York; Pennsylvania: Philadelphia, Bethlehem, Scranton, Plymouth; Denver; North Carolina: Greensboro, Madison, Ashboro.

INDONESIA—Kwa Sien Thoen, Plant Manager, Putera Dharma, canning division of P. T. Mantrust (Management Trust Co. Ltd.), Djalan Halimun 22, Bandung, interested in **exporting canned tropical fruits to U.S.;** requesting technical information on U.S. pineapple and tomato canneries. Here to Nov. 27. c/o Indonesian Pavilion, New York World's Fair, New York. Itinerary: New York, Chicago, San Francisco.

ITALY—Umberto Degli Esposti, representing Degli Esposti & Bellei, Villaggio Artigiano, Sassuolo (Modena), interested in meeting U.S. businessmen to discuss possibility of establishing financial **joint venture in U.S. to develop importation of Sassuolo ceramic tiles into U.S., particularly Chicago and Great Lakes area.** Oct. 15-20 via New York for 30-40 days. c/o Italian Consulate General, 666 Fifth Ave., New York; Italian Trade Commissioner, 67 E. Madison St., Suite 1601, Chicago, (Oct. 25-30). Itinerary: New York, Chicago, San Francisco, Miami, Washington.

JAPAN—Atsushi Mori, Managing Director, and Yorikazu Shimotsuma, Business Manager, Sankyo Trading Co. Ltd., 10 Tsukishimadori 9-chome, Chuo-ku, interested in importing **food service equipment,** especially **garbage disposals** and requesting technical information on exporting disposals on a knock-down basis from the U.S. for assembly in Japan. Oct. 30 via Honolulu for 40 days. c/o Mrs. Ayako Cole, 4431 Brookford Ave.. Woodland Hills, Calif.; Lee A. Fritschler. 1650 Harvard St. NW., Washington, D.C. 20009. Itinerary: Los Angeles; Chicago; Cincinnati; New York; Washington; Racine, Wis.; San Fernando, Calif.; Huntington, Ind.; Detroit; Buffalo.

PHILIPPINES—Mrs. J. M. Lebrun, Vice President, The Dale Trading Corp., P.O. Box 32, Quezon City, interested in **exporting knitted sweaters** and **coats from Hong Kong and/or Spain and custom office, hotel and house furniture from Philippines.** Here for two months. c/o Department of Commerce Field Offices in itinerary. Itinerary: Syracuse, New York, Cleveland, Dayton, Chicago, San Francisco.

SCOTLAND—W. R. R. Bruce, Director, W. G. Grant & Co. Ltd., P.O. Box 43, Dundee, Scotland, interested in **discussions with U.S. manufacturers concerning possible joint venture and manufacture under license arrangements in U.K. for horticultural products or any completely new product.** Here to Oct. 25. c/o British Consulate General, 343 Sansome St., San Francisco. (Oct. 19-21); Mr. R. Courtin, Executive Secretary, British-American Chamber of Commerce, 643 South Flower St., Los Angeles. Itinerary: San Francisco, Los Angeles.

YUGOSLAVIA—Stane Bregant, General Director, Metalka Export-Import 2 Dalmatinova St., Ljubljana, interested in **importing tin plate, sheet steel, iron, capital equipment for production of silicon diodes and fixed composition resistors; exporting screws, castings, zinc and lead sheets.** Requesting technical information on production of diodes and resistors. Here for one month. c/o Yugoslav Embassy, 2410 California St. NW., Washington. D.C., Attn: Mr. Nikola Dumic. Commercial Attache-20008. Itinerary: Pittsburgh, New York, Washington.

Viet-Nam to purchase agricultural commodities

The U.S. and Viet-Nam have negotiated a Food for Peace agreement to finance the sale of $33.2 million worth of U.S. agricultural commodities.

The new agreement was negotiated under Title I, Public Law 480, and is expected to supply a substantial portion of Viet-Nam's import needs for food and fiber items through calendar year 1965. Payment will be in Vietnamese piastres.

The commodity composition is as follows:

Wheat/wheat flour (approximately 2.3 million bushels), $5.6 million; sweetened condensed milk (approximately 35.3 million pounds), $8.3 million; dry whole milk (approximately 441,000 pounds), $250,000; evaporated milk (approximately 661,000 pounds), $100,000; tobacco (approximately 8.8 million pounds), $5.7 million; cotton (approximately 77,000 bales), $10.4 million; and estimated ocean transportation, $2.7 million.

Sales will be by private U.S. traders. Purchase authorizations will be announced later.

U.S., Iran negotiate Food for Peace pact

A Food for Peace agreement has been negotiated between the U.S. and Iran providing for sale of U.S. wheat or flour for Iranian currency (rials).

This program will assist Iran in meeting acute foodgrain shortages caused by severe winter weather and a spring drought.

The agreement, negotiated under Title I, Public Law 480, provides for sale of $11.5 million worth (about 5.1 million bushels) of wheat, or wheat in the form of flour, by U.S. private traders. The value includes certain ocean transportation costs. Purchase authorizations will be announced later.

The agreement provides that 50% of the rials will be used to defray U.S. expenses in Iran, and 40% will be loaned to the Iranian Government for economic development. The remainder will be set aside for loans to be made to U.S. and Iranian private business firms.

The agreement is the seventh to be negotiated under Title I, Public Law 480 between the U.S. and Iran, and brings the total value of agreements signed by the two countries to more than $67 million.

New Books and Reports

Overseas Business Reports. U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.

Basic Data on the Economy of Rumania. OBR 64-88. 16 pp. Provides general information such as geography, population, education, Government; describes structure of the economy; industrial production, agriculture, minerals, fuels and power, transportation, finance, foreign trade, and U.S. regulations affecting trade with Rumania. Fourteen tables and economic map included.

Market Information on Electronic Products in Sweden. OBR 64-93. 6 pp. Describes the overall market for electronic products in Sweden, trend in consumer items, the commercial, industrial, and military electronic equipment and components market, and tips for selling there. Imports of electronic products into Sweden from the United States and other major suppliers and exports from Sweden, 1961, 1962, and 9 months 1963 are given in tabular form.

Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. Discusses their trade policy, import tariff system, internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, nontariff import controls, export controls and U.S. controls.

United States Trade With the European Free Trade Association, 1959-63. OBR 64-103. 27 pp. Thirteen tables supply statistical information on: U.S. merchandise trade with the European Free Trade Association (EFTA); percentage distribution of U.S. trade with EFTA, by major groups; U.S. trade with the countries of EFTA and Finland; leading commodities in the U.S. export and import trade with EFTA; and U.S. trade with individual countries, by commodity groups and principal commodities.

***Ports of the World 1964.* Published by Shipping World & World Shipbuilding, London. 722 pp. $20.**

Expanded, revised and reset in a new 9 x 12 format, this 18th edition supplies for about 2260 ports of the world:

Population, officials' names and addresses, products, ship accommodation, pilotage, consuls and port charges. Ports are arranged by geographical region and indexed alphabetically. A new separate index to oil bunkering ports is included.

Write: John de Graff, Inc., 34 Oak Ave., Tuckahoe, N.Y., 10707.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Winning the Colombian Market . . . operating in & from a gateway to LAFTA.* Prepared and published by Business International, 757 3d Ave., New York, N.Y., 10017. 1964. 41 pp. $40.**

Designed to help firms assess the strong and weak points of Colombia as a market and a site for investment, this research report points to the country's advantages as an export base for the market of the Latin American Free Trade Association. Potentials and problems of the Colombian market, the general development program, and the Government's role in the economy are among the topics discussed. The report is interspersed with actual examples illustrating the difficulties and successes encountered by foreign firms in this market.

Price to Business International subscribers: $36.

***Marketing: Change and Exchange* (readings from *Fortune*). Holt, Rinehart and Winston, Inc., 383 Madison Ave., New York, N.Y., 10017. 322 pp. $3.50.**

The dynamics of marketing is the basic theme of this book, according to its editor, H. C. Barksdale. The articles selected, he says, describe the dramatic changes taking place in markets and products, and report adjustments being made in marketing institutions and distribution processes to adapt to new conditions.

***A Lawyer's Guide to International Business Transactions.* Joint Committee on Continuing Legal Education of the American Law Institute and the American Bar Association, 101 N. 33d St., Philadelphia, Pa., 19104. 1071 pp. $35.**

Designed as an aid for the lawyer with a client engaged in international business transactions, this work is edited by Walter Sterling Surrey and Crawford Shaw.

The book includes sections on U.S. law governing international trade, industrial foreign licensing arrangements, foreign law aspects of direct investment abroad, legal protection and financing of international business transactions, U.S. and foreign antitrust laws and U.S. taxation of international business transactions, European economic cooperative organizations, the Latin American economic organizations and international litigation and arbitration.

***Fourth Annual Report of the European Free Trade Association.* Published by the Secretariat of the European Free Trade Association (EFTA), Geneva. September 1964. 30 pp. $1.**

Covering the period July 1963-June 1964, the Report records the many aspects of the work being carried on by EFTA to establish the free trade area. Both internal developments and external relations are reviewed, as well as economic growth in 1963, intra-EFTA trade and EFTA trade with the European Economic Community, the United States, and the developing countries.

Write: McGraw-Hill, Inc., ITS Distribution Unit, 330 West 42d St., New York, N.Y., 10036.

***Dynamics of Development: An International Development Reader.* Edited by Gove Hambidge. Frederick A. Praeger, 111 4th Ave., New York, N.Y. 10003. 1964. 401 pp. Clothbound, $7.50; paperback, $2.95.**

With a foreword by Teodoro Moscoso and an introduction by Paul Hoffman, this volume is a collection of 32 essays selected from the *International Development Review*. The contributors define the concept of international development, and discuss such issues as how to pay for development, how to plan and administer development, and how to acquire the manpower for development.

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Calendar *for international traders*

October

19—Meeting, Boston Conference on Distribution, Boston Hilton Hotel, **Boston.** Speaker: William A. Batt, Administrator, Area Redevelopment Administration.

19—Advanced Foreign Trade Educational Course, 1st of 7 sessions, Bryant College, **Providence.** Sponsors: Greater Providence Chamber of Commerce; Field Office, Department of Commerce.

19—Annual Convention, American Society for Metals, Trade and Convention Center, **Philadelphia.** Speaker: James F. Collins, BDSA.

20—Export expansion workshop, Wisconsin Southern Gas Co., Bldg., **Lake Geneva, Wis.** Sponsors. Greater Lake Geneva Association of Commerce and Industry; Field Office, Department of Commerce; Wisconsin REEC.

20—Foreign Traders Assn, Inc., meeting, Sheraton Hotel, **Philadelphia.**

20—Connecticut State Industrial Modernization Conference, University of Hartford, **Hartford.** Speakers: Peter T. Jones, Assistant to the Secretary; George Donat, Administrator, BDSA. Sponsor: Connecticut Manufacturers Assn.

20—Sales Managers Executives International, **Rockford, Ill.** Speaker: Anthony J. Buchar, Director, Chicago Field Office, Department of Commerce.

20—Hardware-Automotives & Allied Trades Group luncheon meeting, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp. Morrison Hotel, **Chicago.**

21—Meeting, Redi-Kilowatt Club, International House, **New Orleans.** Speakers: Frank Sheaffer, Edwin Leland, Department of Commerce.

21—Industry Consultations for John L. Barrett, Foreign Service Officer, Field Office, **Greensboro, N.C.** Sponsor: Field Office, Department of Commerce.

21—Export Expansion Conference, Hotel King Cotton, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

21—Conference/consultation on Australia-New Zealand in Commerce Department's **St. Louis** Field Office, 9 to 5. Sponsored by REEC, World Trade Club, Chamber of Commerce & St. Louis Field Office.

22—World Trade Club monthly dinner meeting Schneithorst Restaurant **St. Louis**—6:30 p.m.

22—Meeting, Southern Methodist University, **Dallas.** Speaker: Peter T. Jones, Deputy to the Secretary. Sponsors: World Trade Committee of the Dallas Chamber of Commerce; Pan American Committee; Field Office, Department of Commerce.

22—Foreign Commerce Committee, U.S. Chamber of Commerce luncheon, Mayflower Hotel, **Washington.** Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—Business and Job Opportunity Conference, Kentucky Hotel, **Louisville.** Speaker: Robert M. Kerr, BDSA.

22—Annual Meeting, Maine World Trade Council, Poland Spring Inn, **Poland Spring, Me.**

23—American Institute of Industrial Engineers, meeting, Inn on the Park, **Toronto, Ontario.** Speaker: Robert McNeill, Deputy Asst. Secretary of Commerce.

23—Export Expansion Clinic, Statler-Hilton Hotel, **St. Louis.** Sponsors: Sales & Marketing Executives; REEC; Field Office, Department of Commerce.

23—Annual convention, Writing Instruments Manufacturing Assn., Westchester Country Club, **Westchester, N.Y.** Speaker: James F. Collins, BDSA.

23—Export Expansion Clinic, Statler-Hilton Hotel, **St. Louis.** Sponsors: Sales & Marketing Executives, REEC and St. Louis Field Office. Speaker—Lawrence C. McQuade, Deputy Asst. Secretary of Commerce for Policy Planning.

24—American Society of International Executives, examination for Certified Documentary Specialist (CDS), Sheraton Hotel, **Philadelphia,** and New York University, **New York.**

25—Executive Clubs of Chicago luncheon, Chicago Executives Club, **Chicago.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

26—Michiana World Trade Club, Miles Laboratories, **Elkhart, Ind.**

26—Export Training Course, 1st of 7 weekly sessions, 6:20-8:20 p.m., Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Long Island University; REEC; Field Office, Department of Commerce; Small Business Administration.

27—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit.**

27—Fourth in a series of 7 bi-weekly "Show You" In-Office Workshops—Commerce Department's **St. Louis** Field Office. Sponsors: Sales & Marketing Executives Association in cooperation with REEC, and Field Office.

27—Mobile "Profits in Exports" Conference, For-Hills Restaurant, **Newark, N.J.,** 11:30 a.m. Sponsors: Belleville Chamber of Commerce, U.S Department of Commerce and the New York Regional Export Expansion Council.

28—"Department of Commerce Night," monthly meeting, World Trade Club of Cincinnati Chamber of Commerce, Sheraton-Gibson Hotel, **Cincinnati,** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

28—Export Techniques Workshop, monthly meeting, Field Office, **Houston.** Sponsors: Field Office, Department of Commerce; REEC.

29—"Mechanics of Exporting" seminar, 1st of 6 weekly sessions, **Pittsburgh.** Sponsor: World Trade Council.

29—Mobile "Profits in Exports" Conference, Chamber of Commerce of **Irvington, N.J.** Sponsors: Chamber of Commerce of Irvington; New York Field Office, U.S. Department of Commerce; and New York Regional Export Expansion Council.

29-30—North Carolina Textile Export Symposium, W. F. Fancourt Co., **Greensboro,** N.C. Speaker: Jacob Schaffer, BDSA. Sponsor: W. F. Fancourt Co.

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